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Front cover photograph

The Scientific Instrument Manufacturers' Association of Great Britain, in collaboration with the Board of Trade, staged the largest exhibition of its kind outside the United Kingdom in Moscow from March 18 to 27. The equipment shown was valued at over £1 million, and at the end of the exhibition it was reported that over half of this equipment was sold. A full account of this exhibition appears on page 1090 of this issue.

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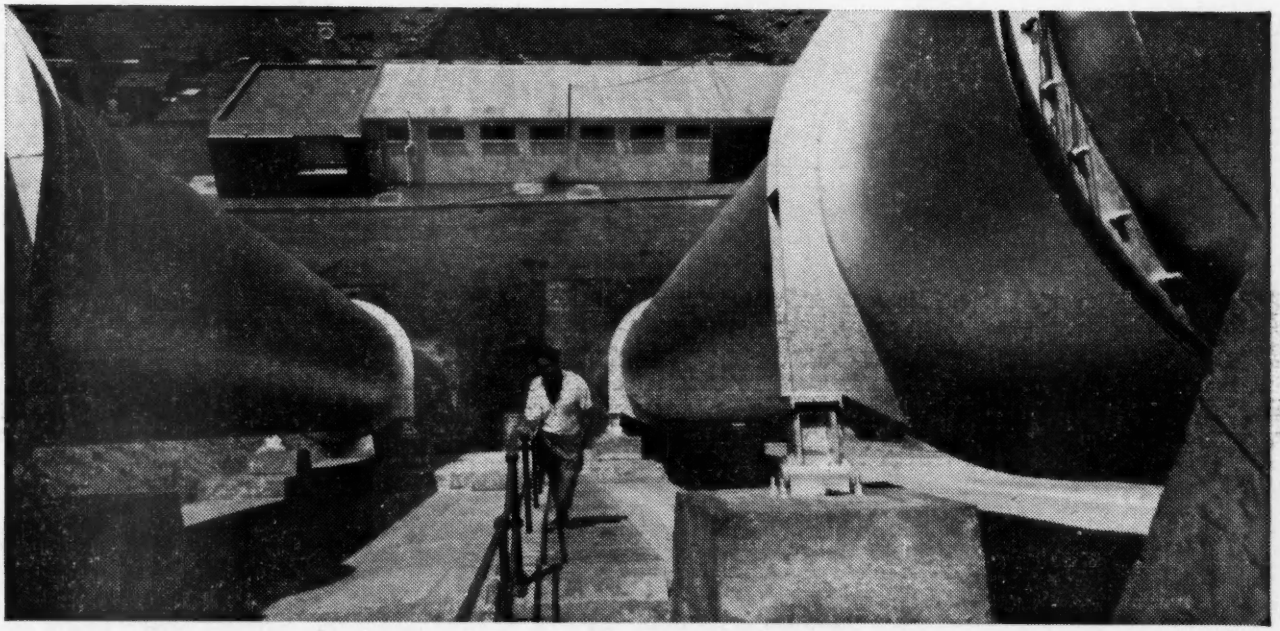
TRADING OPPORTUNITIES IN AFRICA—7

Malawi — An expanding market

By W. H. Harper, Second Secretary (Commercial), British High Commission, Blantyre



The Nkula Falls hydro power scheme on the Shwe river, 25 miles from Blantyre. The British Ministry of Overseas Development has lent money for this project,

THE Republic of Malawi, formerly the British Protectorate of Nyasaland, is a small, densely-populated country situated in Central Africa, bounded by Portuguese East Africa (Mozambique), Tanzania and Zambia. It was, until 1963, associated with Zambia and Rhodesia in the Federation of Rhodesia and Nyasaland, but is now an independent republic within the Commonwealth.

There are three important towns – Blantyre, the commercial 'capital'; Lilongwe, in the central region; and Zomba, the administrative capital. The population is a little over four million, including 11,000 persons of Asian origin and 7,000 Europeans. The Asians are mainly wholesale and retail traders in a fairly small way of business, but it is estimated that together they account for nearly 25 per cent of the country's total imports; the larger business houses are almost all controlled by Europeans. Few Africans have risen to positions of prominence in commerce or industry as yet, although they are well represented in the road haulage industry. There is racial harmony in Malawi and the President, Dr. H. K. Banda, has repeatedly stated that persons of all races are welcome provided they have something to contribute to the country.

Agricultural economy

The basis of Malawi's economy is agriculture, notably the production of tea and tobacco, but groundnuts, cotton and maize are also important sources of foreign exchange earnings. No changes are contemplated in the fundamental direction of the economy and, indeed, strenuous efforts are being made to encourage increases in the quantity and quality of these crops. However the Malawi pound has been devalued to the same extent as sterling and since devaluation Malawi has been seeking new markets in countries which have not devalued.

There are no extensive mineral deposits, with the exception of bauxite in the Mlanje district (the principal tea-growing area) which remains undeveloped. The per capita income in Malawi is £17 per annum.

Malawi is in receipt of substantial aid from a number of sources. The largest contributor by far is Britain, which provided nearly £10 million in 1966. Nearly half of this sum was given to support the recurrent budget, and one of the Malawi Government's major objectives is to achieve a balanced budget as soon as possible. Nevertheless, assistance in this form will probably be needed for several years to come.

Under the terms of an aid agreement signed in June, 1966, the British Government is committed to provided Malawi with £7 million for general development, in the three years from 1966 to 1968. In addition, the British Government undertook to make a £1 million grant to the new University of Malawi.

Of the £7 million for general development, about £3 million is likely to be spent on the development of natural resources, par-

(*Continued on next page*)

For the complete picture in Malawi . . .

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ticularly agricultural projects, and including the expansion of forestry plantations for a possible future pulpwood factory in the north of the country. A substantial sum has also been earmarked to subsidise fertilizer imports.

Import saving

Aside from agricultural development, several industrial development projects have come to fruition in the last two years, many of them of an import saving nature. For example, agricultural hoes, gin (and soon whisky and brandy), steel bedsteads, door and window frames, textiles and paint, are all manufactured locally. In the near future, a hollow-ware factory will commence production. In the commercial sector, a new hotel is now under construction in Blantyre, and plans for a 20 bedroom luxury hotel on the shores of Lake Malawi have also been approved. Many of these projects have taken place under the aegis of the Malawi Development Corporation, which receives substantial funds from British development aid.

Other important sectors of the economy which are receiving substantial assistance from the British development loan are roads, airports, telecommunications, electricity development, housing and schools.

British development aid is formally tied to British or Malawi goods and services. Budgetary aid is not formally tied, but the Malawi Government has undertaken to 'Buy British' wherever possible.

The other major contributors are Germany (agriculture and road construction), Denmark (including telecommunications and a brewery now under construction) and the United States. Japan has begun to exhibit interest in financing a new railway line to link the Malawi railways system with the Indian Ocean port of Nacala, in Mozambique, and South Africa has undertaken planning work in connection with the site of the proposed new capital at Lilongwe.

If this report has tended to dwell at length on the various aid programmes, it is because their vital importance to Malawi cannot be over-emphasised. Furthermore, it serves to illustrate the direction Malawi is taking and the confidence felt by the outside world in the country's continued stability.

Trade pattern

What then does this small, landlocked country offer to the British exporter and what is the pattern of trade?

Following a general air of uncertainty after the dissolution of the Federation, confidence returned and business expanded rapidly. In 1964, imports totalled £14.3 million, whereas in the first five months of this year the total was £10.1 million.

Until 1965, Rhodesia was easily the largest supplier to this market, achieving in 1965 imports of £7.4 million, followed by Britain (£5.2 million), Japan and South Africa. The dominance of Rhodesia is easily explained. Geographical proximity admitted of rapid deliveries, with the minimum of freight and handling charges, and, perhaps most important of all, under the terms of a trade agreement, most Rhodesian exports entered Malawi free of duty. Excellent credit facilities (90 days f.o.r. Salisbury is very much better than 90 days f.o.b. London) and the fact that large stockholdings were unnecessary, were also important factors. Britain enjoyed a tariff advantage over her European and Asian competitors under Commonwealth preference arrangements, but a wide range of British goods attracted import duty nevertheless. This situation changed, however, in November 1965, when immediately after the illegal declaration of Independence in Rhodesia, Malawi abrogated the trade agreement. Since that date Rhodesian goods have attracted import duty at the same rate as Commonwealth countries other than Britain, which has continued to enjoy preferential treatment. Even the introduction of a three-column tariff in January this year, to replace the old four-column structure, has made little difference to this basic British advantage.

The effect of this has been a clearly discernible swing away from Rhodesia in favour of Britain, South Africa and Japan.

In the first five months of this year, imports from Rhodesia totalled £2.2 million, whereas Britain supplied imports worth £3.1 million.

The Japanese have responded to this opportunity and have established a very strong position, particularly with such products as motor vehicles, motor cycles and textiles. Their performance with motor vehicles has been exceptional and in the first nine months of this year they obtained 19 per cent of the market. The British share was a healthy 56 per cent but there are signs that this position is slipping in the face of Japanese competition. The Japanese have been particularly successful in capturing the market for light commercial vehicles of the open body type. It is estimated that they now have about 90 per cent of the market for these, probably totalling about 150 vehicles per year.

The South Africans have in recent months begun to make a strong showing also, but as yet no statistical evidence is to hand of the results of their activities. A point to note in this connection is that a few weeks ago the Malawi Government agreed to exchange diplomatic representatives with the South African Government. Malawi is the first all-African Government north of the Zambesi so to do.

British manufacturers, however, have not neglected this market, which has received successful visits from three trade missions in the past 18 months. In addition, the number of business visitors calling on the High Commission has been gratifying, although there has been a tendency for such visits to tail off during the last six months or so.

Local agents

One criticism of British trading methods is constantly voiced by Malawi importers. This is the practice of referring potential purchasers of British goods to agents in Rhodesia, Zambia or South Africa. Resistance to this procedure has built up enormously since independence and, in their own interests, British manufacturers

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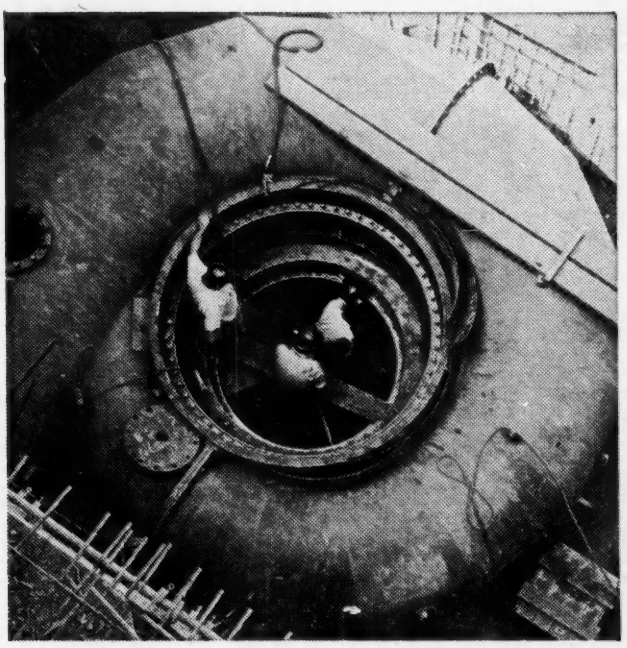
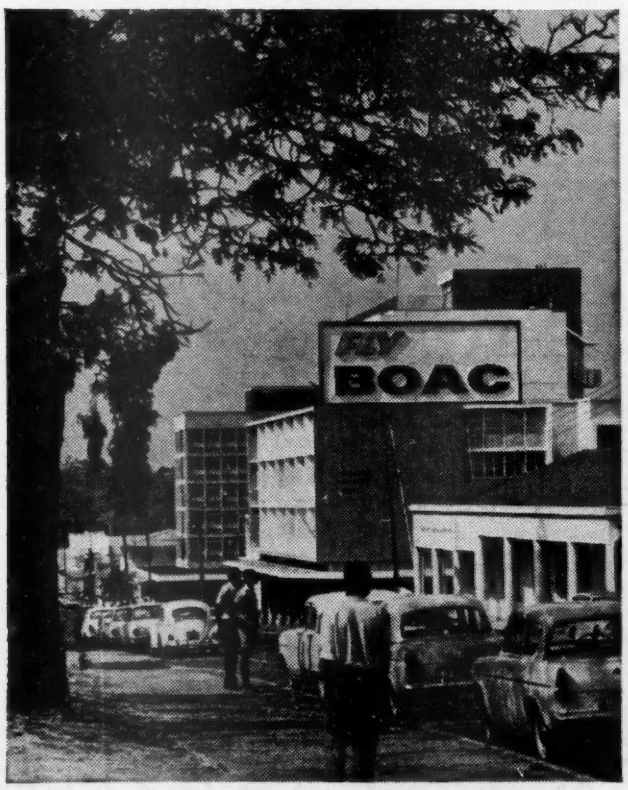
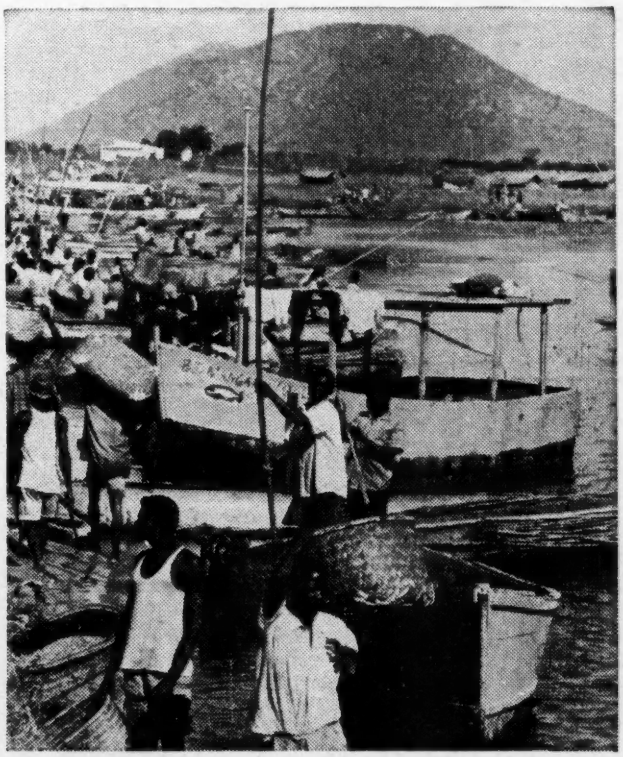


A 11,360 h.p. turbo generator, made in Britain, being installed at the Nkula Falls hydro power scheme. See also page 1043.



A general view of Victoria Avenue, Blantyre, Malawi.



A view of Kachulu Harbour in Malawi where Lake Chilwa fish traders have gathered to purchase fish. A co-operative society of local fishermen and fish traders has recently been established here by the Government.

President speaks at EFTA Consultative Committee meeting

SPEAKING at the commencement of the main session of the EFTA Consultative Committee in Geneva on March 29, Mr. Anthony Crosland, President of the Board of Trade, said:

'As chairman of the Joint Council of Ministers, it gives me great pleasure to preside over this 16th meeting of the EFTA Consultative Committee. As a representative of the United Kingdom Government, I should like to say that we in Britain regard EFTA as being of the greatest importance in fostering the growth of European trade, and the development of wider European co-operation. The purpose of the Consultative Committee is to enable representatives of the main sectors of economic life in Member States to express their views on current developments in the Association, and to make suggestions to the Ministerial Council. I am sure that there will be a valuable exchange of views on the items on the agenda, and I hope that you will be able to make constructive recommendations on EFTA's current work, and on its relations with the rest of Europe.

'When this committee met in Helsinki last September, the European Commission in Brussels was finalizing its report to the EEC Council of Ministers. That report concluded with the firm recommendation that negotiations should be opened between the Community and the states which had applied for membership. Within three months, however, the French cast their veto in Brussels, frustrating for the time being the efforts which have been made by so many people in Europe to achieve a decisive step on the road to closer European unity.'

Speaking of the British Government's reaction to the question of European integration, the President said: 'I think we all recognize that, as a result of the French action, no progress can be made for the time being in enlarging the EEC. But we have said that we are not going to change course. Our application for full membership still stands, and full membership remains our objective.'

In taking this view, the President continued, Britain was confident that she had the full support of her EFTA partners. 'Throughout all the twists and turns of events, we have all remained in the closest consultation through the weekly meetings of the Council in Geneva and other contacts,' he said. 'We, for our part, see no reason for EFTA to change the attitude expressed by Ministers at their meeting in Lausanne last October when – to quote from the communiqué – "Ministers reiterated the determination with which all their Governments continue to work for the wider integration of Europe which has always been the objective of the Association."

'The main question for us now is what should be done in this interim period. We believe that there is much valuable co-operative action which European states can and should engage in, even in advance of the enlargement of the Community. Others in Europe take a similar view of the situation. And a practical demonstration of this came in the proposals which the Benelux Governments made in January, and in the subsequent proposals by the Italian Government. Roughly speaking, the Benelux proposals are of two kinds. There is provision for a precise procedure of consultation between the Community and non-Community countries; and there are suggestions for common action on an *ad hoc* basis, in fields not covered by the Community Treaties, for those European countries which wish to join in.

'We said at once that we accepted the Benelux proposals. They were addressed also to the other applicant states, all of whom we understand to have welcomed them. One of the merits of the proposals, in our view, is their flexible nature, which would enable individual EFTA countries to participate in those discussions which are of interest to them.

'There has been another development during these past few weeks – namely the Franco-German Declaration, elaborated in more detail in the recent German proposals which were tabled at the meeting of the Six on March 9. The language of the Declaration was vague, and what we have heard of the discussion at the last two meetings of the Six seems to confirm our impression that the positions of the two Governments are still contradictory on several points. The Germans, whilst referring to a European preference zone, claim that the proposed trade arrangements would be aiming at a free trade area [Federal Government spokesman on March 11]; the French say that any movement towards a free trade area should be avoided [the French Minister of Information on March 13 after the meeting of the French Council of Ministers].

'The German ideas and plans do not, at any rate at present, constitute proposals to applicant Governments. The Community

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MALAWI – AN EXPANDING MARKET, *continued*

should, wherever possible, endeavour to arrange representation within Malawi. This has become even more important as a result of IDI in Rhodesia. The number of reliable, forceful agents in Malawi is decidedly limited and it is not always possible to find a suitable representative, particularly for products requiring technical after-sales service. This is a problem, but experience has shown that where no agency exists within the country the resistance of local importers can in many cases be overcome by supplying goods direct from Britain, but including commission for the non-resident representative in the price quoted to the Malawi importer. This will again not always be practical, but several instances have occurred in recent months where the adoption of this method would have prevented criticism and perhaps the loss of business.

The boom in the building trade shows no sign of slackening and prospects are good for manufacturers of building materials and builders' hardware. Good quality clothing and suiting materials also offer an expanding market – a BNEC clothing and footwear trade mission which visited the country in May 1966, attracted great interest. Motor vehicles and parts usually find a market here and transport equipment generally has been high on the list of successful British exports to Malawi. Canned food, preserves, cheeses and confectionery, although faced by strong competition from Rhodesia and South Africa, can usually compete successfully in terms of quality. Following devaluation these goods should be able to compete even better on price. In addition exporters of ready made clothing, some types of textile products and pharmaceutical goods should also benefit from devaluation. It is not normally possible to 'sell' capital equipment such as machine tools, boilers and construction equipment, rather it is a case of waiting until opportunities arise. It is expected that opportunities will gradually increase, but clearly those manufacturers already represented locally will have much the best opportunity of attracting business of this type.

Except for companies already established in this market it is seldom worth while for British businessmen to make a visit to this territory only, but it is recommended that anyone visiting East and Central Africa should, as a matter of course, include Malawi in his itinerary. The direct BOAC VC10 service from London to Johannesburg now stops in Blantyre once a week in each direction and has greatly facilitated travel to this country. It has also made of Blantyre a convenient centre from which to set out for the neighbouring territories. The commercial section of the High Commission is always pleased to meet British businessmen and will do everything possible to promote the success of a visit.

In conclusion, it is worth underlining that although Malawi is a small market, rapid development has taken place in the last three years and the British Government and British manufacturers have played a significant role in this. There is much goodwill for and interest in Britain here, and as far as Malawi is concerned IDI in Rhodesia has created a climate favourable to British exporters.

Previous articles in this series have been: Kenya – a market worth fighting for (December 8, 1967, page 1443); Market prospects in Sierra Leone (December 22, 1967, page 1583); Sell to Gambia (January 12, page 111); The market for British goods in Uganda (January 26, page 225); Ghana – market prospects (February 9, page 363); and British trade prospects in the Ivory Coast (March 15, page 855).

must see what they themselves can agree on, before any of us can know what we are being asked to consider. The Six are to continue their discussion at a further meeting on April 5, on the basis of a report by the Commission. But plainly it will not do us, or the cause of European unity itself, any good if the debates in the Six drag on interminably, and no start is made in the meantime on co-operative action which European countries can and should be engaging in outside the framework of the Rome Treaties. So we have said to the Community – "whatever progress you make in working out and agreeing proposals to put to us on the basis of the German ideas, let us at least follow up the other set of proposals for common action on the lines suggested by the Benelux countries and Italy. These will neither hamper the Community nor conflict with any ideas for a trading arrangement. They are something in which we can all join – France too, if she wishes."

'That last point needs emphasising. Too many people, including the French Government, seem to think that our impatience to get ahead with practical co-operative work in the way indicated in the Benelux proposals is part of a campaign to isolate France. This is a fundamental error. Of course, we deplore French actions, but we can take comfort from the fact that no one's outmoded ideas can in the long run hold up the inevitable move to a more integrated Europe. It is to this future that our policies are directed, not to any ephemeral ideas of trying to gang up against France.

'Our aim, therefore, is to do what we can to strengthen Europe, while we wait to join the Communities. British Ministers look forward to reviewing how we can all contribute to this, when we welcome our EFTA colleagues to London in May. In the meantime, I need only say that we stand by the conviction expressed in another sentence from the Lausanne communiqué – "Europe cannot realise its full potential until its present division is brought to an end." I am confident that we in EFTA remain agreed on the common goal.'

Turning to developments within EFTA, the President said tariffs within the area of the Association had been reduced to nil on industrial goods, except in the case of Norway, which had retained duties on a small number of items, and Portugal, to which a slower timetable of reduction of duties applied on goods listed in Annex G to the Convention. This process of dismantling tariffs between Member States was effectively completed by the Finnish Government's announcement at the end of last year that it was ending all tariffs on goods for which it had previously been granted slower rates of reductions. Substantial progress had been made in the various EFTA Working Parties dealing with the removal of non-tariff barriers to trade. Several groups had been examining the rules of competition, which were fundamental to the operation of a free trade area. Reports on Article 13 (Government Aids) and Article 16 (Establishment) had been submitted to the Council. Valuable work was also being done in the field of non-tariff barriers by the Committee of Trade Experts. There was, of course, scope for further work in the non-tariff area; this was being considered by the Council in the current discussions of its work programme.

'All this work fulfils the important purpose of ensuring that there is a climate of "fair competition" within EFTA,' said the President. 'But this is not the only objective of the Association. Another stated objective is:

> "To promote in the Area of the Association and in each Member State a sustained expansion of economic activity, full employment, increased productivity and a rational use of resources, financial stability and continuous improvement in living standards."

It is in the interest of all Member States that all parts of the EFTA market should continue to expand and develop. Measures taken by individual Member States to achieve a sound balance of payments and to promote economic growth in their own territories are therefore of interest – and benefit – to industry in EFTA as a whole.'

Speaking on specific activities, the President said: 'I have already mentioned the progress being made in examining the rules of competition, and in removing non-tariff barriers to trade. Another development of particular interest has been the beginning made in the establishment of closer links between the Association and Yugoslavia. At a meeting between Heads of Delegations and delegates from Yugoslavia on June 22, 1967, it was agreed to establish a Joint Working Party, on which all the EFTA countries, including Finland, and Yugoslavia, should be represented, to consider concrete plans of mutual interest for the development of economic and technical co-operation, including promotion of trade between Yugoslavia and EFTA. The Joint Working Party held its first meeting in December 1967 and began consideration of possible fields of co-operation. Yugoslav observers are attending or have been invited to attend, several EFTA Working Parties. In this way the Association will be able to develop relations with Yugoslavia.

'I think I should also mention the recent proposals to accelerate cuts in tariffs which were agreed during the Kennedy Round. The United Kingdom Government put them forward to assist the United States in its balance of payments difficulties, and to counteract protectionist pressures in Congress. An advance cut in tariffs may enable the administration to avoid restrictive measures on trade. Our EFTA partners have agreed in principle to our proposals. They have joined us both in pressing the administration in Washington not to impose restrictive measures, and in urging the EEC to agree to advance cuts also. This is a highly significant example of EFTA co-operation in international trading measures which are of vital importance to the welfare of the Association.

'In conclusion, it is clear that the free trade area is working smoothly and successfully. This is a very remarkable achievement in international economic co-operation. But we ought to ask ourselves whether more use could not be made of the benefits conferred by EFTA. Governments can only create the opportunity for trade to flow freely on a rapidly increasing scale. It is up to both sides of industry to ensure that this opportunity is exploited to the full. The Consultative Committee could play a particularly valuable part in considering this. I suggest that the Committee should give time now and on future occasions to finding better ways of propagating belief in the value of EFTA in its various Member States.'

Results of Second UNCTAD Conference

OVER 30 RESOLUTIONS to assist the trade and development of developing countries were adopted at the Second United Nations Conference on trade and development which ended in New Delhi on March 29.

One of the most significant of these was the unanimous agreement of the early establishment of a mutually acceptable system of generalized preferences in favour of developing countries for which the detailed arrangements are to be worked out in the course of 1969. Much work remains to be done before the main features of such a mutually acceptable system can be determined, but the Conference's decision is the outward manifestation by the World Economic Community of its acceptance of this movement in commercial policy.

A second element of significant progress was the acceptance by the developed countries of 'Gross National Product' as a basis for the measurement of the target for the flow of resources from developed to developing countries. This gives the prospect of a substantial increase in the flow of resources in the years to come.

There was also some progress on supplementary financial measures and on other issues in this field such as a general agreement that the terms of aid should be harmonized and softened.

There was in addition some progress on the commodities front, where proposals were agreed on international action on a range of important commodities, and on such questions as the world food problem, common action among developing countries, and the problems of land-locked countries.

Although it is possible to describe the Conference's achievements as modest and unspectacular, what has been agreed in New Delhi does include matters of substance, and the Conference has also helped to create a better understanding of some of the issues before it.

One point in particular which was brought out as a result of this Conference and which will play an increasing role in the world's thinking about development problems, is the need to give special attention to the problems of the least developed countries.

UNCTAD's most important function is to be the means through which governments come to appreciate the problems and the needs of other countries and are persuaded as far as possible to adjust their own policies to meet them.

Naturally this is a process which takes time, and it should, of course, be a mutual process. It is hoped that the New Delhi session of UNCTAD will have contributed to this objective.

President discusses aluminium smelters with Norwegian Minister

MR. ANTHONY CROSLAND, President of the Board of Trade, met Mr. K. I. Willoch, Norwegian Minister of Commerce, in London on March 26 to discuss the question of aluminium smelters in the light of the EFTA Council's request for bilateral talks.

Group of Ten Swedish meeting

THE FOLLOWING is the text of a communique issued after the ministerial meeting of the Group of Ten in Stockholm from March 29-30:

'The Ministers and central bank Governors of the 10 countries participating in the general arrangements to borrow met in Stockholm on March 29-30, 1968, under the chairmanship of Mr. Krister Wickman, Minister for Economic Affairs of Sweden. Mr. Pierre-Paul Schweitzer, managing director of the International Monetary Fund, took part in the meeting which was also attended by the president of the Swiss National Bank, the secretary-general of the OECD and the general manager of the BIS.

'Ministers and Governors first discussed the international monetary situation and, second, they considered a report by the chairman of their deputies on a proposed amendment to the Articles of Agreement of the IMF, which has been drawn up in accordance with the resolution of the Board of Governors of the IMF adopted at the annual meeting of the Fund in Rio de Janeiro last September. This amendment relates to the scheme for special drawing rights in the Fund, the outline of which was approved at that meeting, and to improvements in the present rules and practices of the Fund.

'The Ministers and Governors expressed great satisfaction with the action taken by the United Kingdom, which is designed to achieve a substantial overall surplus in the United Kingdom's balance of payments by 1969. They also took note with equal satisfaction of the declaration made by the Secretary of the Treasury of the United States stressing how much the United States is conscious that early action is necessary, through appropriate fiscal and monetary measures, to improve substantially its balance of payments and that this objective is given the highest priority by the President of the United States in the interests not only of the United States economy but also of the general stability of the international monetary system.

'The Ministers and Governors reaffirmed their determination to co-operate in the maintenance of exchange stability and orderly exchange arrangements in the world, based on the present official price of gold.

'They consider that, while the scheme to establish special drawing rights in the IMF, refered to in paragraph 7, on which they have now agreed, will not provide a solution to all international monetary problems, it will make a very substantial contribution to strengthening the monetary system.

'Moreover, they intend to strengthen the close co-operation between governments as well as between central banks to stabilize world monetary conditions.

'As regards the amendment to the Articles of the IMF the Ministers and Governors noted with appreciation the performance of the executive directors of the IMF in carrying out the task entrusted to them and agreed to give the necessary authority to the executive directors of their countries, so that, in co-operation with those of other countries, they will be able to complete the final draft of the proposed amendment.

'In approving the changes in the rules and practices of the existing structure of the IMF, the Ministers and Governors agreed to co-operate with each other and the other members of the Fund to avoid their application in any unduly restrictive manner.

'They took note that this proposed amendment will be attached to a resolution which will be transmitted to the Board of Governors of the IMF with an explanatory report and that Governors will be requested to vote by correspondence as is the usual practice of the Fund.

'The Ministers and Governors noted that the managing director of the Fund was confident that the executive directors would be able to transmit these documents to the Board of Governors within a brief period.

'One delegation did not associate itself with paragraphs 2, 4, 5 and 7 above, in view of the differences which it has found between the outline adopted at the meetings in London and Rio de Janeiro and the draft text now submitted by the Fund and because the problems which it considers fundamental have not been examined.

'Consequently, this delegation fully reserves its position and will wait until it is in possession of the final texts before reporting to its government.'

Members of the Textile Council appointed

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed the following members of the Textile Council:

Mr. J. Broatch* (deputy chairman); Dr. E. B. Abbot, chairman, ICI Fibres Ltd.; Mr. C. H. Colton, chairman, British Celanese Ltd.; Mr. R. Cullen, chairman, Calico Printers' Association; Mr. R. Davis, national secretary, General Workers' Union, Transport and General Workers' Union; Mr. A. I. Frymann, director, Frymann and Fletcher Ltd.; Mr. J. M. H. Grey, director, Nairn and Williamson (Holdings) Ltd., chairman, United Kingdom Textile Manufacturers' Association; Mr. A. Howcroft, general secretary, the General Union of Associations of Loom Overlookers; Mr. J. Hyman, chairman, Viyella International Ltd.; Mr. J. King, general secretary, the National Association of Card, Blowing and Ring Room Operatives; Mr. H. Lisle, general secretary, Amalgamated Society of Textile Workers and Kindred Trades; Mr. J. A. Peel, general secretary, National Union of Dyers, Bleachers and Textile Workers; Mr. G. H. K. Rae, director, Glazebrook, Steel and Co. Ltd.; Professor K. Simmonds*, professor of marketing, Manchester Business School; Mr. W. T. Winterbottom, director, Courtaulds Ltd.; Lord Wright, general secretary, Amalgamated Weavers' Association.

*Independent members.

Notes:

The Textile Council, which replaced the former Cotton Board, was established by an Order approved in December 1966 by both Houses of Parliament. The Textile Council is the Development Council for a wide sector of the British textile industry which includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn, and warp knitting. The Council consists of eight employer members, six trades union members and three independents, one of whom must be the chairman.

When the original appointments were made in early 1967 it was the intention that there should be a continuing change in membership to allow for the inclusion each year of new members with a special knowledge of different aspects of the industry. On this occasion it has been decided, because of the importance of continuity in the study of productivity and efficiency which has been undertaken by the Council at the request of the Board of Trade, to limit the number of changes to three.

The appointment of Sir James Steel as the new chairman of the Council for an initial period of three years commencing on April 1, 1968, has already been announced. The other new members are: Mr. J. Hyman, who is a well-known figure in the industry, and Prof. Kenneth Simmonds, who is a graduate of the Harvard Business School with considerable experience in industry and who in recent years has built up an impressive record in teaching and as a consultant to industry.

The appointments are from April 1, 1968, to March 31, 1969, with the exception of Mr. Broatch, who has agreed to stay on as deputy chairman for a further period of six months to assist Sir James Steel settle into his new job.

The retiring members are Sir Cyril Harrison, who has given a lifetime of service to the industry but is now taking a less active part in its affairs, and Mr. M. Oliphant, of Tate & Lyle, who indicated his wish to retire from the Council this year.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act: (1) Provident Clothing & Supply Co. Ltd. and The Bristol Clothing & Supply Co. Ltd., and (2) Quinton Hazell (Holdings) Ltd. and The Kerry Group Ltd.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Chairman of Hotel Loans Advisory Committee

SIR LEONARD COOKE, has accepted an invitation from Mr. Anthony Crosland, President of the Board of Trade, to serve as chairman of the Hotel Loans Advisory Committee in succession to Sir William Slimmings, who has relinquished his membership of the committee because of other commitments and particularly his appointment as vice-president of the Institute of Chartered Accountants of Scotland.

Notes:

Sir Leonard Cooke has served on the Hotel Loans Advisory Committee since the start of the scheme in January 1967. He is an independent member of the Board of the British Travel Association and a former president of the Co-operative Wholesale Society.

Sir William Slimmings, a chartered accountant, is a partner in Messrs. Thomson McLintock and Company. He is also a member of the Performing Right Tribunal.

The Committee's function is to advise the President of the Board of Trade on applications for loans for hotels under the experimental scheme announced by the Prime Minister on July 20, 1966.

The Import Duty Drawbacks (No. 3) Order, 1968

THE TREASURY has made the Import Duty Drawbacks (No. 3) Order, 1968.

This Order:

(i) revokes the existing fixed rate of drawback of import duty for canned or bottled foodstuffs and provides for drawback to be related to the duty paid on the imported tomato purée actually used in the manufacture of the exported goods;

(ii) revokes the provision for the allowance of drawback of import duty on printed drip mats manufactured from imported wood pulp board; and

(iii) extends the scope of the existing provisions for the drawback of import duty in respect of blends of quebracho extract manufactured from imported quebracho extract.

The Order came into operation on April 4, 1968, and has been published as Statutory Instruments, 1968, No. 481.

Copies are obtainable direct from HMSO.

International Visit Control Office (IVCO)

A NEW OFFICE with the above title has been established at the Ministry of Defence, DS 19a Norman Shaw Building South, Victoria Embankment, London, S.W.1 (Tel. 01-930 7022, Ext. 7451 or 5532). Its purpose is:

(i) to assist British businessmen in obtaining security clearance for visits abroad whenever this is required, i.e. for access to classified information belonging to another country or for entry into a restricted area;

(ii) to establish and maintain an index of the staff of British companies and of persons other than officials on whose behalf security assurances may be given when required by Foreign Governments or by International Organizations for visits abroad;

(iii) to act as the central office in Whitehall for handling all requests for security assurances for overseas visits by the staff of British companies when these assurances are required;

(iv) to simplify the procedure for issuing security assurances and for transmitting to the authorities requesting them;

(v) to be the focal point for all inquiries about security clearance for commercial visits abroad and to give advice and assistance regarding security requirements for these visits.

Some Guidance Notes have been prepared on the operation of IVCO for firms not already employed on classified contracts. Copies of these notes are obtainable either from IVCO or Board of Trade, Export Policy and Promotion Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2383). Firms should note the time taken to obtain acceptance by Foreign Governments and International Defence Organizations, of a proposed visit involving classified information. As a rule the following time scale should be observed:

America	6-8 weeks
France	4 weeks
Germany	3 weeks
Other countries and International Defence Organizations	2-3 weeks

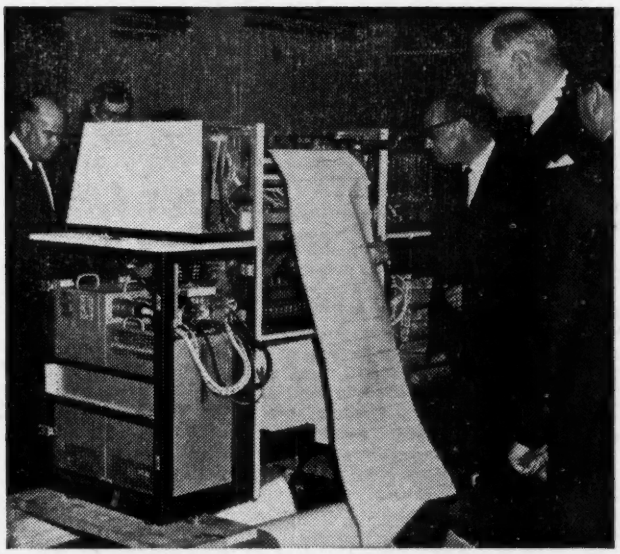
A further three weeks should be added to these periods to take account of processing in the United Kingdom.

Members of the Panel on Takeovers and Mergers

LAST WEEK'S *Journal* gave the names of the chairman and the secretary of the Panel on Takeovers and Mergers (page 975). The members of the panel are the chairmen of the following City Associations and a representative of the Confederation of British Industry.

Issuing Houses Association (Mr. Michael Bucks).
Accepting Houses Committee (Mr. Angus Mackinnon).
Association of Investment Trusts (Mr. E. W. Phillips).
British Insurance Association (Mr. P. Cahill).
Committee of London Clearing Bankers (Mr. D. A. Stirling).
National Association of Pension Funds (Mr. R. H. Hensman).
Council of the Stock Exchange (Mr. R. F. M. Wilkinson).

The representative of the Confederation of British Industries is Mr. P. T. Menzies of Imperial Chemical Industries Ltd.



Colonel A. T. Maxwell TD, Chairman of ICT, and Mr. A. L. C. Humphreys, Managing Director (Operations) of ICT, visited English Electric Computers' factories at Kidsgrove and Winsford on March 26. This visit follows the recent announcement that English Electric Computers and ICT are to merge to form International Computers Ltd., with Mr. Humphreys as managing director and Colonel Maxwell as chairman of the new holding company. (A statement on the merger by Mr. Anthony Wedgwood Benn, Minister of Technology, was reported in the March 29 issue of the Board of Trade Journal.) *The picture shows the visitors examining a System 4 high-speed line printer on test at the Winsford factory. Mr. A. L. C. Humphreys is on the left with Mr. I. H. Owen, manager of English Electric Computers' Winsford factory. Mr. W. A. Fraser, Director of Operations for English Electric Computers and joint managing director of Elliott-Automation Computers, (holding paper) and Colonel A. T. Maxwell are examining the output of the printer.*

New editions of Board of Trade export handbooks

THE BOARD OF TRADE published on April 2 the second editions of its free export handbooks No. 1 (Services for British Exporters) and No. 2 (ECGD Credit Insurance and Financial Support Services). The first editions – published in January 1967 – have been warmly welcomed by industry, and demand has been such that the combined circulation is now approaching a quarter million.

The 1968 edition of 'Services for British Exporters' – which presents comprehensive information about the whole range of Government and other export services and explains how exporters can best benefit from them – is substantially revised and enlarged. Designed as a work of quick reference, it is fully indexed and has 180 pages. New features include a map of the United Kingdom showing Board of Trade regions together with regional and district offices; information about buying houses in the United Kingdom for overseas stores; a chapter on tariff advantages for British exports; and an enlarged chapter on finance for exporters.

The 1968 edition of the companion 24-page handbook 'ECGD Credit Insurance and Financial Support Services' – which describes in some detail the facilities provided by the Export Credits Guarantee Department – has been revised and brought up to date.

Lord Brown, Minister of State, Board of Trade, comments on the handbooks: 'At this time, when both the opportunities and need to export more have never been greater, it is heartening to see the increasing use which industry is making of these free export handbooks. They are packed with valuable information written for busy people. I hope every company will see to it that they are in the hands of each member of their export staff at all levels. Handbook No. 3 on organization for overseas marketing, of which 42,000 have been distributed, was published in October 1967, and is of importance to chief executives and marketing managers.'

Free copies of the handbooks are available from any Board of Trade regional office or from United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1.

New BNEC appointments

MR. ANTHONY CROSLAND, President of the Board of Trade, on March 26 announced the appointment of Mr. John Kenneth Dick, chairman and managing director of the Mitchell Cotts Group Limited, as chairman of the BNEC Committee for Middle East Trade. He succeeds Sir Edwin Chapman-Andrews, who has completed his three year term of office.

Mr. Dick has resigned from the board of directors of the Overseas Marketing Corporation to take up this appointment.

Mr. J. G. Matters has been appointed executive secretary of BNEC-Latin America, effective from April 1, to succeed Mr. Tim Bailey, who has joined Guinness Mahon & Co. Ltd.

Mr. Cyril Kleinwort, chairman of the Committee on Invisible Exports and chairman of Kleinwort Benson Ltd., to be a deputy chairman of BNEC.

Sir Thomas Bland, chairman of the former Financial Advisory Panel on Exports, and deputy chairman of Barclays Bank Ltd., retires from the council at his own request.

Sir Antony Part, Permanent Secretary, Board of Trade, succeeds Sir Richard Powell as the Board's representative, but the latter remains on the Council in his role as deputy chairman of the Committee on Invisible Exports.

Mr. W. A. Neild, succeeds Mr. R. R. D. McIntosh as the representative of the Department of Economic Affairs on BNEC.

Bulk credit agreement for Russia covered by ECGD financial guarantee

THE EXPORT CREDITS Guarantee Department signed a Financial Guarantee on March 22 covering the financing of a bulk credit agreement with the USSR. The agreement, enabling the Soviet Union to buy British machinery for its Fiat car plant, was signed by Kleinwort Benson and the Bank for Foreign Trade of the USSR. The first orders, expected to be signed shortly, will amount to some £2.7 million. Finance will be provided by the Midland and National Provincial Banks. Lloyds and Barclays Banks are expected to be participating in the finance for further orders now being negotiated. It is hoped that orders placed in Britain will amount to £15 million or more.

The University Printing House, Cambridge, undertook to print a brochure in Greek to promote sales of British irrigation equipment abroad, on behalf of Charles Lack and Sons, Cambridge. The picture shows, The University printer, Mr. Brooke Crutchley, looking through the brochure with Mr. André Kenny, managing director of Charles Lack and Sons.

Building materials export mission

STARTING A MONTH'S sales tour of the Arabian Gulf on April 1 was a nine-man trade mission organized by the British Building Materials Export Group with financial assistance from the British National Export Council.

Their journey takes in Saudi Arabia, Abu Dhabi, Dubai, Bahrain and Kuwait. They are led by Mr. J. W. A. Greenish, who as recently as last October led a similar team representing BMEG member firms on a visit to Bahrain, Kuwait, Abu Dhabi, Doha and Dubai, and who has had more than 20 years' experience of doing business with Arab countries.

Anglo-Bulgarian trade

MR. ALEXANDER ROSS, chairman of the East European Trade Council, is visiting Bulgaria at the invitation of the Bulgarian Government. Leaving London for Sofia on March 29, he will be accompanied by Mr. Anthony Hore, the executive secretary to the EETC, and by Mr. A. N. Jackson, who is a member of the Council and chairman of the Bulgarian Section of the London Chamber of Commerce.

During the visit, the purpose of which will be to discuss ways and means of further promoting Anglo/Bulgarian trade in both directions, meetings will take place with the Minister of Foreign Trade, the Presidents of the National and Foreign Trade Banks and with Ministers representing the State Committee for Science and Technical Progress and the Food Industry. Discussions have also been arranged with the directors of foreign trading enterprises and with Mr. A. Branichev, president of the Bulgarian Chamber of Commerce, who led a powerful trade mission to Britain last month.

'Trade missions mean man-to-man contact with overseas buyers'

THE ARTICLE 'Trade missions mean man-to-man contact with overseas buyers', published as a supplement to the *Board of Trade Journal* of March 22, carried a statement that a Burnley Chamber mission to Moscow brought back orders worth £11,000. This should have read £110,000.

Welsh Development Corporation

THE NINTH ANNUAL REPORT of the Development Corporation for Wales was published this week. The report reviews industrial development in Wales during 1967 and notes that a 'very satisfactory feature has been the number of expansions by firms already operating in Wales, which reflects both the soundness of Wales as a location and the initiative and enterprise of our existing industry'.

Copies of the report may be obtained from the Corporation's head office at 15, Park Place, Cardiff, C F 1 3 D Q (Tel. Cardiff (0222) 21200).

Tokyo Convention Act, 1967

AN ORDER IN COUNCIL – The Tokyo Convention Act, 1967 (Commencement) Order, 1968 – was published on March 28, 1968, which brought into force on April 1, 1968, The Tokyo Convention Act, 1967, with the exception of Section 2.

The Tokyo Convention Act, 1967, enables the United Kingdom to ratify the 'Convention on Offences and certain other Acts Committed on Board Aircraft' which was signed in Tokyo on September 14, 1963. It also makes provision for matters ancillary to the Convention particularly for the admissibility, in connection with crimes on board aircraft, of depositions, taken abroad by Commonwealth Magistrates or British Consuls and of certain documentary evidence and gives effect to provisions of the Geneva Convention on the High Seas 1958 relating to piracy, including piracy by or against aircraft.

The convention will come into force 90 days after the date of the deposit of the 12th instrument of ratification; at present six countries have ratified the convention.

Section 2 of the Act contains provisions for the application of the Extradition Act, 1870, to crimes committed on board aircraft and it is intended that this section will be brought into force when the United Kingdom ratifies the convention. Meanwhile the return of offenders to Commonwealth countries will not necessarily be precluded where the law of those countries provides for crimes committed on board their aircraft to be extra territorial offences.

The United Kingdom will ratify the convention when the necessary provisions have been made for the implementation of the convention in United Kingdom territories overseas. The convention does not permit colonies and overseas territories to be excluded from the ratification.

Copies of the Order, The Tokyo Convention Act, 1967 (Commencement) Order, 1968 (SI 1968 No. 469) can be obtained from HM Stationery Office, 49 High Holborn, London, W.C.1 and branches, price 3d., or by post price 6d. from HMSO, PO Box 569, London, S.E.1.

Note:

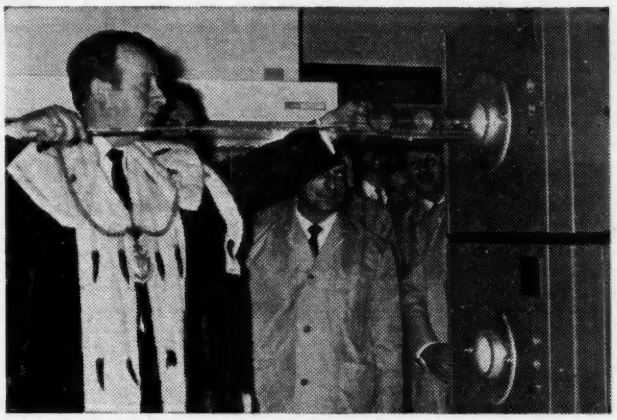
The Tokyo Convention arose from a study of the legal status of an aircraft commander and was drawn up to fill a gap which existed in international law concerning jurisdiction over crimes committed on board aircraft in flight. Aircraft fly over the high seas and over areas of undetermined sovereignty; the national laws of some states confer jurisdiction on their own courts to try people who commit offences on aircraft engaged in such flights but the laws of other states do not. The Tokyo Convention is designed to ensure, by providing an internationally agreed system of jurisdiction, that no suspected offender will escape trial merely on the ground that his alleged offence was committed on board an aircraft. It does this by the rule that the state of registration of an aircraft is competent to exercise jurisdiction over offences committed on board the aircraft.

The Tokyo Convention Act, 1967, extends the criminal law of the United Kingdom to crimes committed on British controlled aircraft when in flight outside the United Kingdom. It also empowers commanders of aircraft in flight to take reasonable measures to restrain passengers on board either in the interests of safety and good order or because they are suspected of having committed a serious offence while in flight; to disembark these passengers and in the case of serious offenders to hand them over to a constable or an immigration officer. In such cases the aircraft commander must report the facts to the appropriate authorities in the country of disembarkation and the appropriate diplomatic or consular office of the country of nationality of the persons disembarked or handed over.

New factory for Brixham

THE CENTURIES old Devon fishing village of Brixham is to become the nerve centre of a major export drive. One of the West Country's chief exporting groups, the Vapormatic Company Limited, has announced that work on the building of a new factory on a five-acre site at Northfield Lane, Brixham, has commenced. The chairman and managing director, Mr. Arthur E. Lea, said: 'Now that our plans to make Brixham the nerve centre of our world wide operations has been approved, work on the new factory is now going ahead and should be operative in four months' time.

'The factory will be equipped with the most modern plant available and will provide employment for a large number of local people.'



What is said to be the most modern micro-circuit diffusion facility in Britain was inaugurated on March 27 at the Falkirk, Scotland, semiconductor factory of SGS-Fairchild Ltd. Built specifically as a mass-production unit, it is capable of diffusing millions of micro-circuit elements a month, and constitutes a major contribution to the overall assets of the British electronics industry, particularly the rapidly increasing part of the industry located in Scotland. The new facility was officially opened by The Provost of Falkirk, Mr. James Marshall, who is seen here loading a batch of 25 million wafers – enough to produce 50,000 micro-circuits – into one of the new diffusion furnaces now in operation at the plant.

New industrial estate for Glasgow

THE BOARD of Trade has successfully completed negotiations with British Rail for the purchase of the Cowlairs Railways Workshop site in Glasgow which is to be developed as a new industrial estate. Demolition and site clearance work will begin immediately so that no time will be lost in building the first advance factory of 20,000 sq. ft.

When he visited Cowlairs in February Mr. Anthony Crosland, President of the Board of Trade, promised speedy action in developing the site; and Scottish Industrial Estates Corporation, who will develop and manage the estate for the Board of Trade, are already well advanced with site layout plans.

It is estimated that it will take about three months to complete site preparation work.

When fully developed the Cowlairs estate will cover nearly 50 acres of land. Efforts to interest prospective tenants will begin at once.

Patents endorsed 'Licences of Right'

THE following patents were endorsed 'Licences of Right' under Section 35 of the Patents Act, 1949 on the dates specified below:

NUMBER	GRANTEE	SUBJECT-MATTER
	March 11, 1968	
901,784	The Carborundum Co. . . .	Oxidation-resistant ceramics and methods of manufacturing the same.
976,695	Ateliers des Charmilles S.A. . .	Hydraulic installations comprising turbine and a pump.
1,072,951	Gevaert Photo-Producten N.V. .	Method and apparatus for coating liquid compositions on to webs of paper and other material.
1,084,839	John G. Stein & Co. Ltd. . .	Supports for furnace roofs and the like.
	March 14, 1968	
872,812	Standard Telephones and Cables Limited	An electric circuit for detecting a mark on a document.
935,474	Standard Telephines and Cables Limited	Improvements in or relating to key controlled switching devices.
960,853	Eterit Societa per Azioni . .	Process for manufacturing a railway sleeper and sleeper manufactured thereby.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1956)

Additions and amendments to the register

A LIST of additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1968 is given below; the amendments are shown in italics.

'D' and 'F' agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1968, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 15) on January 5, 1968.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 15) of January 5, 1968. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2

Inspection of the register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses: Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2. 9 Hope Street, Edinburgh, 2. 21 Linenhall Street, Belfast 2.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
132	Phosphate rock	—	F	Mar. 1968
389	Plumbing materials	North of England	F	Dec. 1963
400	Building slates	—	F	Jan. 1968
933	Plumbing fixtures and fittings	North Down	D	Jan. 1968
1672	Iron castings	—	F	Mar. 1967
2778	Plumbing materials and fittings	Aberdeen and District	F	Nov. 1967
2791	Iron castings	—	F	Dec. 1967
2818	Asphalt roofing	Hants, Glos., Salop and West Sussex	D	July 1967
2983	Detergents, soap powders	—	D	Apr. 1968
3058	Credit cards (footwear) footwear (credit cards)	—	F	Nov. 1967
3066	Fruit, vegetables	South Wales	F	Jan. 1968
3102	Consumer goods	Sunderland and district	F	Nov. 1967
3104	Linen	—	D	Oct. 1967
3106	Asphalt roofing	—	D	July 1967
3110	Crown corks, tin cans	—	D	Oct. 1963

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity
1115	High speed steel drill rods.
2885	Meat.
2886	Meat.
3061	Bread products.

Additions and amendments to the Register

Registered No. of Agreement	Commodity
	A
3045	Aluminium semi-manufacturers, D.7/67, *add C.1/68*
3106	Asphalt roofing, D.7/67.
2818	Asphalt roofing, Hants, Glos, Salop and W. Sussex, *add D.7/67*
	B
256	Baseplate, fishplates, rails, F.12/64 *add C.2/68.*
1098	Bright Drawn Square-edged steel flats bright steel bars, F.5/65 *add C.4/67.*
	Bright steel bars.
400	Building slates, *add F.1/68.*
	C
1035	Coke oven and by-product recovery plant, gas works equipment.
1060	Cold rolled steel strip and sheets (uncoated and galvanized), galvanized ridging, heavy steel products, hot rolled and re-rolled, steel products, *add C.12/67.*
3107	Consumer goods, N.E. England,
3102	Consumer goods, Sunderland, and district, F.11/67
3058	Credit cards (footwear), footwear (credit cards), *add F.11/67.*
3110	Crown corks, tin cans, D.10/63,
	D
2983	Detergents, soap powders, *add D.4/68.*
	E
727	Electrical plant and goods, C.4/58, 3/61, 3/65, 2/66, 11/65, *add C.12/67.*
711	Electrical switchgear, D.12/63, *add C.12/67.*
	F
2824	Fish, *add C.11/66, add E.12/68.*
3108	Fish, E.10/65.
3066	Fruit, vegetables, South Wales, *add F.1/68.*
	G
3099	Groceries and provisions, East Anglia.
	H
1093	Heavy steel products, D.4/65 *add C.12/67.*
	I
1672	Iron castings, *add F.3/67.*
2791	Iron castings, *add F.12/67* .
	L
3104	Linen, D.10/67.
	M
3109	Mandarin oranges (canned) E.10/68.
225	Mechanical handling equipment and plant, *delete F.10/65.*
	P
132	Phosphate rock, *add F.3/68.*
933	Plumbing fixtures and fittings, North Down, *add D.1/68.*
389	Plumbing materials, North of England, *add F. 12/63.*
2778	Plumbing materials and fittings, Aberdeen and district, *add F.11/67.*
	S
3083	Slag and other dry and coated material, *add E.9/69.*
2008	Sundour bookcloths, *add E.12/67.*

New Books

Consultation in Shipping: Establishment of National and Regional Shippers' Bodies, Consultation and Negotiation between Shippers and Shipowners. United Nations Conference on Trade and Development. (247 pages. Available from HMSO and Government bookshops, 30s. 6d., by post 31s. 10d.) This report was submitted as the first comprehensive study ever undertaken at the international level of the subject dealt with in paragraph one of the 'Common Measure of Understanding on Shipping Questions', adopted without dissent at the first session of the United Nations Conference on Trade and Development held in 1964. This report was prepared by the Secretary-General of UNCTAD for presentation to the second session of the Shipping Committee. The publication is divided into eight parts. Part one contains a brief analysis of existing consultative bodies and consultative procedures. Parts two to seven contain detailed case studies of the history, organization and functioning of existing consultative bodies and procedures. They also contain other material of a factual nature, such as reports from the Secretariats of the United Nations Economic Commissions for Latin America (ECLA), and for Asia and the Far East (ECAFE). A section dealing with the part played by the consultative machinery in shipping, which is taken from the report of a seminar on shipping economics arranged by the UNCTAD Secretariat at Geneva in August 1966, is also included. Part eight reproduces replies from governments to a questionnaire circulated by the Secretary-General of UNCTAD. Finally, whilst this report deals in considerable detail with the subject of national and regional consultative machinery in the field of shipping, it is nevertheless subject to one major limitation. It does not make any comprehensive recommendation regarding the establishment of national, regional and consultative machinery, as conditions are liable to vary from country to country. Another publication commissioned by UNCTAD is **Liner Shipping in India's Overseas Trade,** by T. K. Sarangan. (191 pages. Available from HMSO and Government bookshops, 21s. 9d., by post 22s. 10d.). The author considers liner services employed in the carriage of India's foreign trade, and liner freight charges for these services. This study is divided into six parts. Part one deals with the Conference on Shipping Freight Rates and the Foreign Trade of India; part two deals with the effect of the liner freight rates on India's exports; part three deals with the consultation and negotiation machinery; part four contains an analysis of the problems related to the improvement and modernization of ports in India; part five deals with the author's own summaries and conclusions; finally, part six contains some useful statistical information on freight rates.

Directory of Construction Statistics, by Cynthia Cockburn and Michael Verstage for the Ministry of Public Building and Works. (98 pages. Available from HMSO and Government bookshops, 17s. 6d., by post 19s.) The increased use and importance of construction statistics has led the Ministry of Public Building and Works to consider the development of a long-term policy for their collection and publication in Great Britain. This policy would provide the framework within which statistical work for the construction industry, including the Ministry's own activities, could evolve and progress in the future. The Ministry would like to ensure that the collection of data is made as simple and economical as possible, that published statistics are readily available to users, and that they are related as closely as possible to known needs. As an initial step in achieving these aims the Ministry commissioned Professor D. A. Turin to carry out a survey of the existing statistics of construction for Great Britain. The first phase of this study has now been completed and the results are contained in this directory which has been issued concurrently with a more detailed **Inventory of Construction Statistics.** The directory is intended for the general public, and is a guide to the range of generally available statistics. The inventory is mainly for the specialist concerned with the analysis of statistical material and is not available for sale. Copies are being made available on loan from certain libraries in various parts of the country. (Requests for a free list of those libraries should be made to: The Building Information Room, Ministry of Public Building and Works, Thames House South, Millbank, London SW1). The directory is in four parts. The introductory notes cover the preparation of the directory, and contain a commentary on the statistics of construction. The second and largest part is a description of the various statistical series and their sources, arranged in alphabetical order of collecting agencies. The third and fourth parts consist of a master key to the publications referred to in the second part, and an alphabetical subject index. The Ministry has now also commissioned Professor Turin to carry out the second phase of the study, which is a survey of users' needs for construction statistics; and will use the results of these studies in discussions on its future long-term policy. Some of the publications listed in the directory and a copy of the *Inventory of Construction Statistics* are available for reference in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London EC4.

Experiment in Industrial Democracy: a Study of the John Lewis Partnership, by Allan Flanders, Ruth Pomeranz and Joan Woodward. (260 pages. Faber and Faber, 45s.) This study was commissioned by the John Lewis Partnership as a contribution to its golden jubilee celebrations; and, as an independent assessment of what is a unique experiment in workers' participation in industry in this country, it is certainly to be welcomed. It was in 1914 that Spedan Lewis first had the opportunity to put into practice his social and business philosophy at the Peter Jones store at Sloane Square. Now the Partnership is a flourishing business organization employing some 17,000 people in production and wholesale, and retail distribution, in 56 units throughout the country. Lewis' ideas were based on the concept of the sharing of profit, power and information between workers and management. In the Partnership the sharing of profit is absolute. The institutions of the Partnership are intended to effect a sharing of power by ensuring that the management is responsive to public opinion within the organization. In order to make the general opinion of the Partners effective in this way, they are given all the relevant information which would enable them to form that opinion. This book describes the history and structure of the John Lewis organization, and its formal management organization; and then proceeds to the institutions of partnership – that is, the arrangements for sharing the gain, the power, and the necessary knowledge. What the Partnership means to the employees is brought out by the results of a sample survey of employee attitudes to the organization and its institutions. This is followed by a discussion of the effect of the founder's ideology and of the procedures of partnership upon the behaviour of the management. An account of the process by which a five-day week was introduced into the organization is presented as a case-study of the working of the institutions.

Investment in Hotels and Catering. Economic Development Committee for Hotels and Catering. (68 pages. Available from HMSO and Government bookshops, 7s., by post 7s. 7d.). This report contains the views and recommendations of the Committee on the action the Government should take to assist investment in the hotel industry. The major portion of the document is devoted to an investment study made by Cooper Brothers & Co. This study is based mainly on detailed financial information for 56 hotels and 11 catering projects. The consultants concluded that lack of confidence in potential profitability had been a principal factor in inhibiting new investment in hotels in most parts of the country. The sample of catering establishments was considered to be too small to enable firm conclusions to be drawn. Since the publication of this Little Neddy report the President of the Board of Trade has announced some details of his proposals for hotel development incentives, and these were reported in the *Board of Trade Journal*, March 29, 1968, p. 974. The complete proposals are to be published shortly in a White Paper.

Costing your Labour Turnover. Economic Development Committee for the Rubber Industry. (20 pages. Available from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, SW1.). This EDC booklet describes the methodology for determining the costs of labour turnover in the rubber industry. This includes a description of the necessary steps for determining the cost of labour turnover, and a consideration of important sources of information available to the employer. Wherever possible each statement made is verified by a statistical analysis. In addition the booklet analyses the costs attributed to labour turnover. These costs include: the wage cost of learning; the production time lost through ineffective working and through leavers not being replaced immediately; the cost of regaining lost production time; the lost opportunity cost; spoilage costs through the employment of trainees; and the cost of maintaining extra staff in service departments, such as the personnel, training and medical departments. Appendix 1 tabulates the rate of labour turnover in the rubber industry in 1965 by region. For firms that have not started recording or analyzing their labour turnover a simple method is described in Appendix 2.

Town and Country Planning in Britain. Central Office of Information. (34 pages. Available from HMSO and Government bookshops, 5s. 9d., by post 6s. 3d.). This completely revised edition of the CoI *Reference Pamphlet No. 9* appears 21 years after the passing of the first New Towns Act, and gives details about the 24 new towns in Great Britain at their various stages of development. The pamphlet starts with a general description of the framework of planning, describes the progress that has been made, the roles of the central government and local authorities, and gives details of proposed changes in the administration of planning. Among other special aspects which are dealt with are the growth of regional planning; the administration of national parks and nature reserves; the problems of traffic in towns and transport policies; and the establishment of green belts and other measures to protect the environment of town and country.

Aviation and Shipping

Visit of the Soviet Minister of the Merchant Marine

THE SOVIET Minister of the Merchant Marine, Mr. V. G. Bakaev, visited the United Kingdom as a guest of the British Government between April 2 and 5.

His programme included engagements with Board of Trade, Foreign Office and Ministry of Technology Ministers as well as with representatives of the Chamber of Shipping of the United Kingdom.

Mr. Bakaev also called on the Inter-Governmental Martime Consultative Organization (IMCO), whose headquarters are in London.

Notes:

Mr. Bakaev was accompanied by Mr. I. M. Averin, head of the Department of Foreign Relations, Ministry of the Merchant Marine of the USSR, and chairman of the Council of the Inter-Governmental Maritime Consultative Organization (IMCO), and Mr. Y. V. Klementiev, head of the Minister's Cabinet.

Mr. Bakaev has visited Britain once before as the guest of the British Government in September 1965. The discussions which he had on that occasion with British Ministers revealed a wide measure of agreement and understanding on problems of mutual interest and it was agreed that it would be desirable for further talks to be held with a view to strengthening the good relations that already existed between both countries on shipping matters.

During Mr. Bakaev's visit to Britain in 1965 he invited the then Minister of State at the Board of Trade responsible for Shipping (Mr. Roy Mason) to visit the Soviet Union, and Mr. Mason did so in May 1966.

During his press conference at the conclusion of his recent visit to the Soviet Union the Prime Minister announced that he had invited Mr. Bakaev to visit Britain.

Among the topics for discussion between Mr. Bakaev and British Ministers was the results of the negotiations, at official level, for an Anglo-Soviet Navigation Treaty.

Finders of wreck

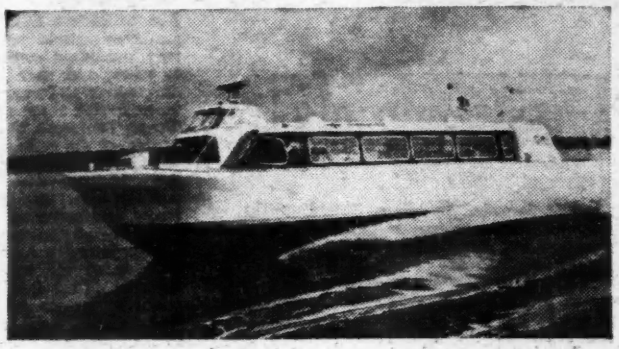
THE ATTENTION of all persons intending to dive on wrecks near the Isles of Scilly (or in other areas of the United Kingdom coasts) is drawn to the provisions of the Merchant Shipping Acts 1894 and 1906.

Under these provisions any person finding or taking possession of any wreck within the limits of the United Kingdom must deliver it, if he is not the owner thereof, to the receiver of wreck of the district (Section 518 of the 1894 Act). This requirement applies also to wreck found or taken possession of outside the limits of the United Kingdom and brought within those limits (Section 72 of the 1906 Act). Any person failing, without reasonable cause, to comply with these provisions is liable to a fine not exceeding £100. In addition he forfeits any claim to salvage and is liable to pay double the value of the wreck recovered.

If any person takes into any foreign port any wreck found within the limits of the United Kingdom and there sells the same he is liable on conviction to imprisonment for a term of not less than three years and not more than five years (Section 535 of the 1894 Act).

Wreck recovered near the Isles of Scilly should be delivered to the Receiver of Wreck at the following address: Receiver of Wreck, HM Customs and Excise, Custom House, St. Mary's, Isles of Scilly (Tel. Scillonia 571).

Prospective divers in the area of the Gilstone Ledges are warned that diving operations are hazardous at all times.



Developed by Hovermarine Ltd., of Southampton, the HM-2 hovercraft is quiet running, economical and capable of carrying 65 passengers or five tons of freight at speed up to 35 knots. Hovermarine's first customer, British Rail Hovercraft Ltd., will operate the craft on the 'Seaspeed' service between Portsmouth and Ryde on the Isle of Wight. With the capacity of making 36 12-minute crossings per day, a profitable future for the HM-2 is predicted.

Northern Ireland Advisory Committee for Civil Aviation

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has consulting the Minister of Home Affairs, Northern Ireland, has re-appointed the chairman, Lt.-Col. D. J. Christie, and the following members of the Northern Ireland Advisory Committee for Civil Aviation for a further period until January 22, 1969.

Senator V. A. Cooke, Max Eitel, G. Martin Johnson, Senator N. Kennedy, T. W. Price, R. L. Schierbeek, B. Sherlock, W. L. Stephens, D. H. Stevenson. Mr. J. P. Mackie already holds appointment until January 1969.

Mr. S. R. Cochrane and Mr. A. J. McGonical, at their own request, have not been re-appointed because of business reasons, There are one or two further appointments to be made.

New chairman of the Aeronautical Research Council

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has appointed Professor A. D. Young to be chairman of the Aeronautical Research Council to succeed Professor A. R. Collar, who has held office for the past four years. The appointment took effect on April 1.

Concorde Exhibition in London

'NOT ONLY are we breaking down the frontiers of technology,' said Mr. John Stonehouse, Minister of State, Ministry of Technology, at the Concorde Exhibition at Charing Cross Station on March 25, 'we are providing new means of communication between the countries of the world, and when Concorde is flying it will be of immense significance in making the world in which we live very much smaller.'

Mr. Stonehouse continued: 'I am glad to say today that the Government is determined to see the full development of Concorde through. We are backing BAC and Rolls-Royce together with our French partners. We are backing them right through to the very end in the full development of this advanced plane and I want also to say that provided that an economic payload, after the research tests are completed, can be flown across the North Atlantic the Government will continue to give full financial support to BAC and to Rolls-Royce for completing not only the development of the plane but also the production of this great aircraft for service in the airlines of the world.'

£150 million export order for Rolls-Royce

A £150 MILLION order from the United States for its RB-211 turbo-fan jet engine was announced by Rolls-Royce on March 29.

The order is believed to be the biggest single export in British history. The engines will be used to power 144 tri-jet airbuses ordered from the Lockheed Aircraft Corporation by Trans World Airlines, Eastern Airlines and Air Holdings of Britain. The aircraft ordered by Air Holdings will be sold throughout the world – except in the United States.

Sir Denning Pearson, deputy chairman and chief executive of Rolls-Royce, said: 'The outcome of this hard-fought sales campaign confirms the ability of a technologically-based British industry to expand its penetration of the United States Market.'

Commenting on the order, Mr. Anthony Wedgwood Benn, Minister of Technology, said: 'The news that Rolls-Royce has won the engine order for the Lockheed airbus is a triumph for them and will give a terrific boost to British technology and its export potential.

'This was a straight commercial deal against the toughest competition in the world. Rolls-Royce won it on superior technical quality and price.

'It will make a sizeable contribution to the balance of payments surplus which we are determined to achieve on a continuing basis. But it is only the first application of this engine. The demand for it in other aircraft and other markets will now develop more strongly and this may well prove to be the biggest export order ever won by Britain.

'The Government will be giving launching aid to this new engine as it has been given to our most successful aircraft and engines over the years. This launching aid will help finance the high development costs and will be repaid by means of a levy on spread of sales of the engine world wide including those that come through the sales of the Lockheed 1011.

'On behalf of the Government I should like to congratulate Sir Denning Pearson and all those in Rolls-Royce on their outstanding achievement. It is a great boost for Britain.'

Note:
Details of other export orders will be found on page 1111 of this issue.

£10 million export order for Wear shipyard

THE Doxford and Sunderland Shipbuilding and Engineering Group announced on April 1 that they are to build seven cargo liners, with a total value in excess of £10 million, to the account of clients of Lyras Bros. Ltd. and Fafalios Ltd.

These vessels will be built at the Doxford shipyard of the Group and will be high-class specialized cargo liners of 16,350 tons deadweight with a speed of about 16½ knots in service.

The financing arrangements for these vessels have still to be finalized and are being handled by Hill, Samuel and Co. Ltd., merchant bankers. Negotiations are in progress to obtain the necessary financial guarantees under the exports credit scheme.

These new contracts bring the total orders announced by the Doxford Group over the past six months to 12 vessels with a total value of about £20 million. These include one cargo liner of 16,000 tons for Compania Golfo Azuo, one 68,000-ton bulk carrier for Nile Steamship Co., two 20,000-ton bulk carriers for the Chandris Group, and one 25,000-ton products carrier for John I. Jacobs.

Suggested study of Maritime Economics

THE POINT THAT Britain was the only great trading nation without a university chair of International Transport Economy was made by Mr. L. Earle, secretary general of the International Cargo Handling Co-ordination Association, at a dinner in London last week.

'In its simplest form this would constitute a study of Maritime Economics including, specifically, sea ports as well as shipping,' he said. 'Such an academic base is found necessary elsewhere to provide the inter-disciplinary approach and completeness of thought required by the complexity of the problems involved; the product of these schools in other countries, in due course, finds a valued place both in Government and in industry, not least in the areas of major investment and national development. In these days of developing integrated transport systems in Britain's overseas trade, our integrated thinking is being left behind.'

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on pages 1056 and 1058.

TUESDAY, MARCH 26

Hovercraft development

The debate on hovercraft development took place.

WEDNESDAY, MARCH 27

Shipbuilding Industry Act

'I hope that the re-organization of the Shipbuilding Industry which the Government are assisting through the Shipbuilding Industry Act will mean that both British and foreign controlled companies will increasingly place their orders in United Kingdom yards,' said Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, answering a question on proposals to encourage British shipowners or United Kingdom subsidaries of foreign shipowners receiving investment grants to build ships in British shipyards.

Flights by BoT aircraft

The following information was given by Mr. Mallalieu to a Member who asked for details of each of the overseas communication flights made by the H.S. 125 aircraft operated by the Board of Trade during the 12 months to March 1, 1968, showing the destination, cost and number of passengers carried by each flight.

Overseas Communication Flights made by HS 125 G-ATPC, during 12 months – March 1967 to February 1968

Date	Destination	Number of Passengers	Direct operating cost of flight
			£
March 2, 1967	Brussels and Bretigny	5 outward	–
		6 inward	312
April 4, 1967	Brussels	6 outward	275
		1 inward	
April 5, 1967	Metz	3 outward	
		4 inward	293
May 25, 1967 (return May 27, 1967)	Turin	5 both ways	356
June 2, 1967	Paris	4 both ways	200
July 10, 1967 (return July 11, 1967)	Lyons and Rome	5 both ways	512
July 14, 1967	Lyons and Rome	6 both ways	500
September 5 1967	Paris and Bonn	4 (Paris-Bonn)	254
September 27, 1967	Basle	2 outward	269
September 29, 1967	Brussels	5 outward	174
September 30, 1967	Brussels	3 inward	174
October 5, 1967	Strasbourg	3 outward	263
October 27, 1967	Geneva	3 inward	293
November 28, 1967	Geneva	3 outward	287
December 7, 1967	Brussels	2 outward	
		3 inward	269
December 11, 1967	Paris and Toulouse	5 outward	
		2 inward	356
December 11, 1967	Toulouse	6 inward	375
December 29, 1967	Rome and Lyons	6 outward	
		3 inward	500
January 18, 1968 (return January 19, 1968)	Cologne	both ways	269
January 29, 1968	Strasbourg	4 both ways	312
February 20, 1968	Cologne	3 both ways	188
February 26, 1968	Brussels and Ypenburg	3 both ways	162

(*Continued at foot of next page*)

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, MARCH 25

Dividend restraint

Mr. John Diamond, Chief Secretary to the Treasury, speaking in the House of Commons, gave some further guidance on the scheme of dividend restraint which was announced by the Chancellor of the Exchequer in his Budget statement on March 19.

TUESDAY, MARCH 26

Hotel development scheme

Two questions were asked about the hotel development scheme. One was what estimate had been made of the total cost of the grants payable under the hotel development scheme recently announced by HM Government, and the other, what estimate had been made of the total amount of loans likely to be made under the hotel development scheme recently announced by HM Government.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied: 'The cost of grants and loans in any particular year will depend on the nature and timing of investment decisions by the industry. It is too early to publish precise estimates.'

Design copyright

A Bill to amend the law relating to the copyright of certain manufactured articles, and for connected purposes was introduced.

WEDNESDAY, MARCH 27

Trade with Rhodesia

A Member asked, whether, in the light of the fact that other member countries of the Organization for Economic Co-operation and Development had sustained their direct exports to Rhodesia during the first ten months of 1967 at 87 per cent of the levels prevailing in 1966, the President would now initiate a drive to encourage United Kingdom exporters to recover their share of this export market. Mr. Anthony Crosland, President of the Board of Trade, answered 'No. I do not know why the hon. member compares exports in 1967 with those in 1966; the important comparison is with 1965, before sanctions took effect. There was a sharp reduction in exports of other OECD countries to Rhodesia between these two years.'

Hotel accommodation for tourists

The President was asked to estimate the number of new hotel beds which would be necessary by 1970 to accommodate the increased number of overseas visitors expected; and how many of such beds he expected to be provided by that date. He replied that there was a lack of reliable information on hotels in this country. The British Travel Association had, however, estimated that about 30,000 additional hotel beds were likely to be needed by 1970.

The number that would be provided by then would depend on investment decisions already made, and on the industry's response to the proposals for development incentives which were included in his statement on March 20 (*Board of Trade Journal*, March 22, page 974).

Aluminium smelting industry

Replying to a Member who asked if the working party set up to discuss the Norwegian complaint against HM Government's policy of encouraging the development of the aluminium smelting industry in the United Kingdom had completed its work, Mr. George Darling, Minister of State, Board of Trade, said 'The Special EFTA Working Party has completed its work and reported to the EFTA council who considered the report between March 14 and 21. The council concluded that in all the circumstances further bilateral talks between the United Kingdom and Norway should be undertaken. These talks took place in London yesterday and we and the Norwegians will now be reporting back to the council.'

Overseas direct investment

An inquiry as to how much of the £244 million of private overseas direct investment made by the United Kingdom in 1967 was raised by the reinvestment of unremitted profits and by the new outflow of funds from the United Kingdom, was answered by the President, who said about 70 per cent was provisionally estimated to have consisted of unremitted profits; the remaining 30 per cent was financed in other ways and it was likely that only a small proportion involved an outflow of new funds from the United Kingdom.

Overseas Marketing Corporation

Mr. Darling told a Member who asked if the Overseas Marketing Corporation would be required to lay its accounts before Parliament as well as making them available at the Companies Registry, that the Companies Act, under which the corporation is registered, contains no requirement to this effect.

Report of Bankruptcy Law

Asked when he proposed to initiate legislation following on the Report of Bankruptcy Law and Deeds of Arrangement, Mr. Darling answered 'We hope to introduce legislation to amend the bankruptcy law in the light of the report but I cannot say when it will be possible to do so.'

Unemployment in Mexborough

An inquiry about plans to reduce unemployment in the Mexborough area was answered by Mr. Darling, who said that total unemployment in the Mexborough/Goldthorpe employment exchange area in March was 4.5 per cent as compared with 4.6 per cent and 4.8 per cent in February and January respectively. In Mexborough, as in other parts of the Yorkshire coalfield, a liberal policy on industrial development certificates was followed. There were new developments yet to be completed in the area which were expected to provide several hundred jobs.

AEI/GEC merger

A Member asked if the President was aware of the uncertainty prevailing in Glenrothes, Fife, concerning the future of the Associated Electrical Industries' factory there following the General Electric Company-Associated Electrical Industries merger; and what steps he intended to take to safeguard the future livelihood of the 900 workers there. He answered, 'I welcome this opportunity of making it clear that, in connection with the recent merger, the company have undertaken to give full weight to the Government's regional policies. I understand, moreover, that the Company will expand employment and production in Glenrothes.'

BoT contact with industry

The President, asked to specify each of the areas of contact his department had with industry, said that the Board of Trade had a wide range of contacts with industry collectively and with individual industries and firms arising out of its responsibilities for policy, and the administration of legislation, on investment grants, monopolies mergers and restrictive business practices, companies and bankruptcy, patents, trade marks, industrial property and copyright, distribution of in-

(*Continued on page* 1058)

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

THURSDAY, MARCH 28

Aircraft noise

Two questions were asked on aircraft noise. One was what aircraft currently operating out of London, Heathrow, Airport were capable, when making a normal take-off with a 75 per cent of capacity load, of keeping below a noise level of 90 perceived noise decibels.

Mr. Mallalieu replied: 'None at take-off and, as regards aircraft used on scheduled air services, none even at four statute miles from start of roll after power cutback.'

The other was what proportion of the infringements of permitted take-off noise levels at London, Heathrow, Airport during 1967 were due to operational safety factors.

Mr. Mallalieu replied: 'This figure is not readily available. However, three-quarters of the infringements were in respect of take-offs on the runways where the monitoring points are closest and in conditions when it would be reasonable for the pilot to exercise his absolute discretion to over-ride noise abatement requirements to provide a satisfactory safety margin.'

FRIDAY, MARCH 29

Sonic bangs

'I am considering what restrictions, if any, should be placed on flights by supersonic civil aircraft over the United Kingdom,' said Mr. Mallalieu, when asked if he would take steps to prevent the sonic bangs over Great Britain that would be experienced from aircraft flying to European destinations.

Landing charges at Heathrow Airport

The President was asked what representations had been made to him by British European Airways and for the British Overseas Airways Corporation in regard to the recent increases imposed by the British Airports Authority on landing charges at Heathrow Airport; and what reply he had sent. Mr. Crosland answered that he had received representations from the chairmen of both corporations and had replied that the increases had been introduced to prevent losses in foreign currency which would otherwise have occurred following devaluation; that the amount of the increases did not seem out of line with this objective and that, because of our international obligations, the increases must apply to British and foreign airlines alike when operating international services.

Who's sent £22¾m to the bottom?

Cable and Wireless Ltd

In the 100 years that Cable and Wireless and its forerunners have been laying cable, they've sunk a lot more than that—*profitably!* £22¾m. represents only a minute part—the Cable and Wireless share of the 17,000 mile Commonwealth telephone cable system spanning the Atlantic, Pacific and China sea.

Cable and Wireless is the biggest international communications operator in the world—and moving ahead fast.

Its recent £4½m. West Indies cable and radio scheme gives ten islands direct inter-island and international links. Next year, the Group's cable ship *Mercury* will lay a multi-channel transistorised telephone cable from Canada to Bermuda.

The Cable and Wireless worldwide telecommunications network keeps the Commonwealth and foreign countries in round-the-clock contact. The Group provides international communications of every type . . . national telephone systems . . . computerised systems for industry and commerce. It is building satellite earth stations for Hong Kong and Bahrain. New links to keep the nations of the world in touch and on top of events.

International communications is big business—*your* business. A full service demands the utmost technical skill—plus global organisation. Cable and Wireless has both.

CABLE AND WIRELESS LIMITED

The Cable and Wireless Worldwide Communications Group comprises:

Cable and Wireless Ltd. Cable and Wireless (West Indies) Ltd. Cable and Wireless (Mid-East) Ltd. The Eastern Telegraph Co. Ltd. The Eastern Extension A & C Telegraph Co. Ltd. The Western Telegraph Co. Ltd. The West Coast of America Telegraph Co. Ltd. Société Anonyme Belge de Câbles Télégraphiques.

Cable and Wireless Ltd, Mercury House, Theobalds Road, London, W.C.1.

CWS-18

PARLIAMENTARY ANSWERS, *continued*

dustry, export promotion, the protective tariff and anti-dumping duties, import licensing, hire purchase, consumer protection, and various other aspects of Government economic policy. The department had particularly close contact with the industries for which it is the sponsor department; these industries, which now include shipping and civil aviation, were listed in an answer the then Financial Secretary gave in the House on April 28, 1967. The department was also represented on many of the Economic Development Committees. At the regional level close contact is maintained with industry through the Board of Trade regional offices. The department also had wide-ranging contacts with trade associations and individual concerns over the provision of statistics needed by Government and industry.

Industrial development in Scotland

The following information was given in answer to a question on industrial development certificates granted in Scotland in each of the years 1962 to 1967.

Industrial Development Certificates issued in Scotland

Year	No.	Total Estimated Additional Employment(a)
1962	120	10,040
1963	172	14,880
1964	204	15,040
1965	266	27,740
1966	219	20,410
1967	250	14,040

(a) Additional employment expected to arise when the projects are complete and fully manned as estimated by the applicants.

THURSDAY, MARCH 28

Imports of tobacco

Mr. Darling was asked what was the total quantity and value of imports of United States tobacco during each of the last five financial years.

The information, he said, was available on page 40 of the Trade and Navigation Accounts for March and December, 1963 and 1964, and on page 31 of the Overseas Trade Accounts for those months in respect of the remaining periods.

British tourists in Spain

In reply to a request to estimate the amount spent by British tourists in Spain from 1966 to the latest convenient date, Mr. Mallalieu said that United Kingdom residents whose principal destination was Spain were estimated to have spent £43 million abroad in 1966; the provisional figure for 1967 is about £40 million.

Development areas (unemployment)

A Member asked the Prime Minister what further action was proposed to deal with the problem of unemployment following his visits to development areas.

Mr. Harold Wilson, the Prime Minister, replied: 'Over the past year the Government has more than doubled assistance to the development areas. This massive programme should progressively bring about a steady improvement in their position and indeed as the House knows, there has for some months past been a more than proportionate fall in unemployment in development area regions.

FRIDAY, MARCH 29

Site for aluminium smelting

When asked which site for an aluminium smelter Alcan (United Kingdom) Limited had indicated to the Government it favoured of the alternatives available; and whether this choice had been altered by Alcan. Mr. Darling said Alcan (United Kingdom) Ltd. had indicated a preference for Invergordon as a site for an aluminium smelter, but the company had said they were prepared to build their smelter elsewhere.

MONDAY, APRIL 1

Small hotels

The President was asked whether he was aware that the majority of the areas in Monmouthshire most attractive to tourists were not eligible under the new loan fund for small hotels; and whether he would treat the recommendations of the Hunt Committee on intermediate areas as being equally applicable to the tourist industry.

Mr. Crosland replied: 'Assistance to small hotels from the Rural Industries Loan Fund was announced by my right hon. Friend the Chief Secretary to the Treasury as a measure of regional assistance to help certain rural parts of the development areas. The proposed hotel development incentive scheme which I outlined to the House on March 20 will provide investment incentives throughout Great Britain to hotels and similar establishments which meet the minimum size and other criteria. I cannot anticipate the report of the Hunt Committee.'

Loans to hotels

Asked what provision he had made in the Estimates for 1968/69 for the costs that would be incurred in implementing the recently announced scheme for making development grants and loans for hotels, Mr. Mallalieu replied: 'None. Grants and loans cannot be offered in advance of enabling legislation. It is unlikely that it will be possible to make any payments during 1968/69.'

Visitors to Spain

A Member asked if he would give an estimate of the number of British citizens visiting Spain in each year from 1965 to the latest convenient date.

Mr. Mallalieu replied: 'The number of visits by United Kingdom residents for which Spain was the main country visited was 803,000 in 1965, 958,000 in 1966 and 1,060,000 (as provisionally estimated) in 1967.'

On instructions from Flathouse Metals Ltd. due to

SALE OF PROPERTY

Entirely Without Reserve

at

FLATHOUSE GAS WORKS
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IMPORTANT

SALE BY AUCTION

of

Stock-in-Trade

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Fuchs 301 Magnet Crane, Coles Crane, Scammell Mounted, 25 Outboard Motors, Electric Motors, Wireless equipment, R.S.J's., Aluminium tubing and furniture, Hawsers and wire rope, Anchors, Cordage, Hose reels, Steel tubing, Trusses, 500 Parachutes, Marine engines, Transformers, Fuel pumps, 3,000 Plastic Containers, Weighing machines, Commer and Bedford diesel lorries, Vulcan tractor unit, Commer Articulated unit, Fordson lorry and Large quantities of scrap metal of all descriptions

which

AUSTIN & WYATT

will conduct on the premises as above on

THURSDAY, 18th APRIL, 1968

at 11 a.m.

on view day prior to morning of sale.

Light refreshments available.

Catalogues from the Auctioneers:— Austin & Wyatt, Dept. (B), 79 High Street, Fareham, Hants. (Tel. 4211/3) and at Bishop's Waltham, Southampton, Waterlooville and Hythe

£5½ million export orders from Korea

THE SIGNING of a series of contracts, totalling £5½ million, for the supply of seven cotton spinning mills to the Republic of Korea was announced by Mr. S. C. Seward, chairman of Platt Bros. (Sales) Ltd., a member of the £26 million Stone-Platt Industries Group, on April 2. The contracts follow some 12 months of technical and commercial negotiations.

Mr. Seward, who paid tribute to the Board of Trade's 'first class trade intelligence service', and to the Export Credit Guarantee Department's 'constant and rapid co-operation', said that early in the 1950's Platts were successful in obtaining the contract from the United Nations Organization in New York to supply three cotton textile and weaving plants to Korea as part of the UN rehabilitation programme. The sales team who conducted the recent negotiation stated that the performance of this machinery was an important factor in securing the new orders.

Individual orders placed by the seven mills vary from total contracts for buildings, machinery, air-conditioning plant and electrical services to the supply of textile machinery. Platt Bros. (Sales) Ltd., are the main contractors and largest suppliers. They are supplying cotton spinning machinery worth more than £4 million, and consisting of the latest range of Platt spinning machinery including high production cards, the new Century Comber and the Super Spinner ring frame. This machinery will be manufactured by Platt Bros. and Co. Ltd., of Oldham and Howard and Bullough Ltd., of Accrington two of the major units of the textile machinery divisions of Stone-Platt.

In addition to the textile machinery there are exports totalling £1.5 million for other British companies.

Negotiations began in 1966, and Mr. K. S. Campbell, managing director of the company, visited Korea in March 1967. The company set up technical and sales units in Korea to conduct surveys and plan contracts on the spot. In aggregate, Platts directors travelled 250,000 miles and spent some 7,000 man-hours in Korea on negotiations.

Lord Brown, Minister of State, Board of Trade, congratulated the Stone-Platt Industries Group on their success, which was achieved in the teeth of some intense international competition.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
April 25	Miscellaneous stores	Auctioneers' Premises	Woodland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Miscellaneous electronic and electrical equipment and spares; galvanized iron sheeting; aluminium ammunition tanks; scrap metals; vacumm cleaners; and accessories; scrap batteries; various paints and primers; miscellaneous hand tools and tool holdalls; greatcoats; berets; BD blouses; ankle boots; carpets; rugs; woollen rags; tentage; blankets; mattresses; groundsheets; kitbags; old webbing; miscellaneous cutlery and kitchenware; and a large assortment of other general stores

April 30	Technical engineering and miscellaneous equipment.	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073.)

Generating sets; fertilizer distributors; Hunslett locomotive (6-cylinder diesel); two Gardner 6L3 diesel engines; 3-ton rollers; wire banding machines; water piping and fittings; pumping units; 5-ton winches; chemical compounds; airborne equipment; motor vehicle spares; miscellaneous electric cable; gilt, brass and steel buckles; scrap metals; side drums; studs, nails and staples; plastic buttons; clothing and textiles including footwear; kilts; flannel, calico, barathea, serge and satin drill cloth; shirts; 75 tons scrap aircraft and MT tyres; scrap webbing; plastic survival-kit wallets; waterproof case liner bags and a large assortment of other general stores.

May 7	Industrial equipment, clothing textiles and miscellaneous stores.	Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds. (Tel. 053-2-20898.)

Fork lift truck; compreessrs; generators; charging sets; pumping sets; lathes, grinding and drilling machines; presses; MT assemblies, spares and equipment; welding plant; industrial trucks; gravity roller conveyors; transporting and lifting equipment; electric cable; large quantities of unused batteries; electrical, wireless and signal equipment; test instruments including Avo, Avo Minor and Multi Minor meters; MT engine analysers; pneumatic tools; tool kits; hand tools; tyres; fire fighting equipment; degreasing plant; paint; wood packing cases; safes; telescopes; binoculars; compasses; recorders; theodolites; levels; drawing and surveying equipment; micrometers; screw cutting and reamer sets; ironmongery; household equipment; watches; textiles including tents; blankets; carpets; rugs; curtains; groundsheets; webbing; kitbags; packs; haversacks; rope; rags; camping equipment; sheets; clothing including greatcoats; battle dress; raincoats; shirts; jerseys; jerkins; cap comforters; boots; shoes; household and office furniture including chairs; tables; wardrobes; lockers; beds etc. and large quantities of miscellaneous stores.

May 7 to 10	Industrial and private vehicles, earth moving and heavy duty equipment.	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard-Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Green, Perkins 6-ton rollers; 10-ton tractors; Albion and Leyland 10-ton cargo trucks; Morris 3-ton office trucks; radar trailers; D8 Caterpillar tractors; full tracked D4 Caterpillar tractors; tractor operated cranes; Coles 5-ton lorry mounted cranes; Barford '150' dumpers; International harvest type tractor; mono trailer fuel carriers; Neals 2-ton fully slewing Mk. 4 crane; Fowler fully tracked medium Caterpillar tractors; mobile tankers; breakdown vehicles; various trailers and earth moving equipment; dual purpose vehicles; 24 tons of earth moving and lifting spares; Austin 'Champs'; Land Rovers; fork lift trucks; saloon and estate cars; motor cycles.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held ar BARLOW on May 7 to 8 1968. They will be sold in sizes, most lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers, Bartle & Son, 52 Merrion Street, Leeds 2, Yorks.

NISSEN HUTS

60 Nissen Huts size 24 ft. x 66 ft. are to be sold in Lots of 10 at the Ministry of Defence auction sale to be held at BICESTER on April 30 and May 1, 1968. Further details and catalogues, price 1s. (postal order only) are available from the auctioneers, Midland Marts Ltd., Market Square, Bicester, Oxon.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

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Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1961	113	114	122	116	112	..	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132*	133	169*	164*	131*	101	170*	127	168	200*	185*	+ 52*	— 39	—37	+10
1966															
3rd quarter	131	134	160	157	127	100	163	135	166	182	166	+103	+ 80	+25	—15
4th quarter	132	132	162	158	127	99	163	134	160	186	169	— 17	+ 11	— 9	—24
1967															
1st quarter	132	132	166	160	129	100	164	127	165	190	173	+ 47	+ 8	—10	+14
2nd quarter	133	133	166	161	129	100	175	133	176	198	187	+ 37	+ 12	—12	+14
3rd quarter	132	133	169	165	131	102	171	126	166	207	189	— 25	— 18	—16	—20
4th quarter		135				104		123	164				— 24	+ 1	+ 2
1967															
August		133				102									
September		132				102									
October		133				102									
November		134				104									
December		137				105									
1968															
January		136*				104									
February						105									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,068	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,193	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,821	158	155	— 31
1967	143*	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158	24,472	162	157	— 45
4th quarter	143*	114*	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter								511*	186*				
1967													
August	146	100	139·7	+1·4	111·1	134·7	177·1	559	155		162	155	
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145*	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	145*	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143*	114*	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968													
January	143*	115*	142·9	+2·7	123·0*	137·6*	184·1	520	186		194	185	
February					124·9*	137·9*	184·7	503	185		208	183	
March								509*	187*				

* Provisional. †Not seasonally adjusted.

Industry's capital expenditure in the fourth quarter of 1967

REVISED ESTIMATES of industry's capital expenditure for the fourth quarter of 1967 show a fall of a little under 2 per cent at 1958 prices, seasonally adjusted, much less than the 7 per cent fall estimated at the provisional stage, when the coverage of the sample was unusually low. Manufacturing industry's investment in the fourth quarter is now estimated to have been 2 per cent lower than it was in the third quarter; for the distributive and services industries investment was 4 per cent lower, while in the shipping industry it was about 28 per cent higher. For the year as a whole industry's investment was only about 1 per cent below that for 1966.

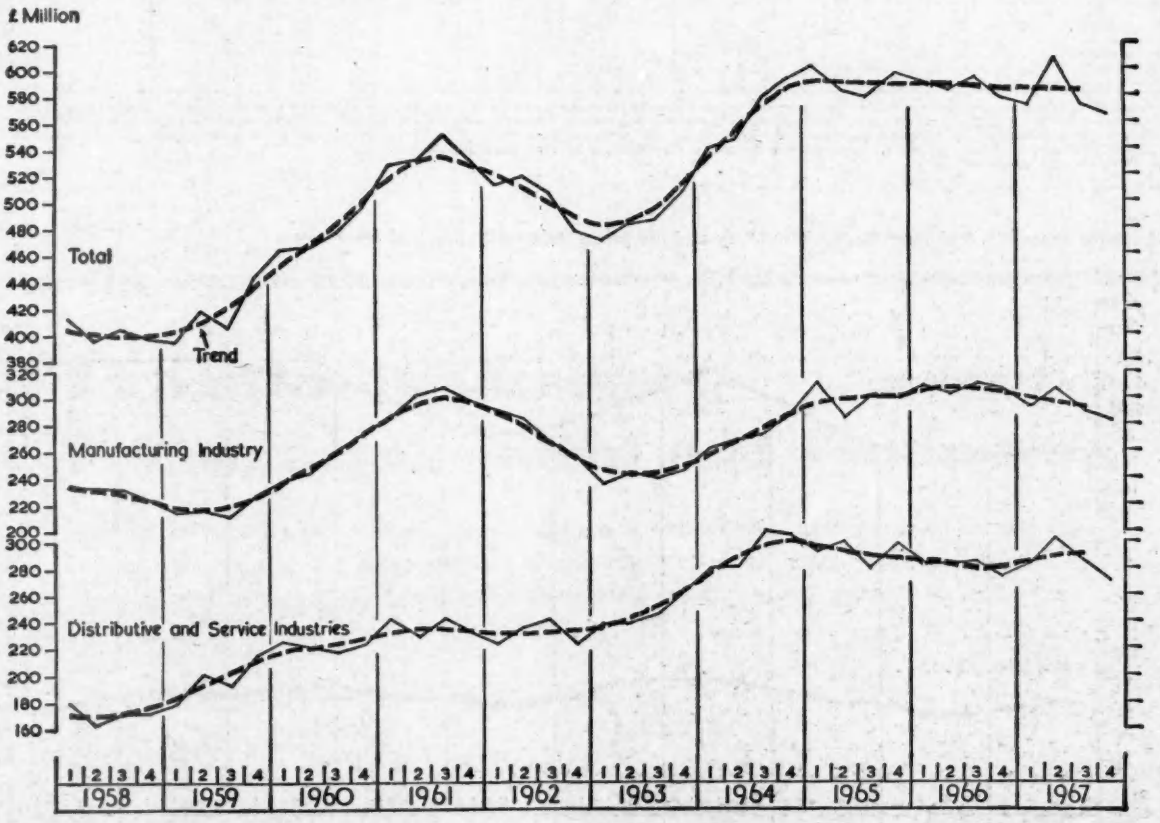
Manufacturing industry's investment continued on its downward trend reaching the lowest level since the third quarter of 1964. But the downward movement has not been great and companies' forecasts at the end of last year indicated a rise between 1967 and 1968. Little or no change was recorded for expenditure on new building work and vehicles and the fall in the total level during the fourth quarter was the result of a decrease in expenditure on plant and machinery. Only the chemicals industry recorded a significant increase (though this followed the low third quarter figure), while metals and paper, printing and publishing industries registered a marked decrease. Investment for the year was about 5 per cent below 1966; it was above the 1966 level for the food, drink and tobacco industry and mineral oil refining industries, little changed in the vehicles industry, while it was lower for all other groups.

In the distributive and service industries (excluding shipping) the fall in expenditure was largely the result of a lower level of investment in plant and machinery, the fourth quarter figure being the lowest for four years; in the other assets the small increase in new building work was balanced by the decrease in expenditure on vehicles. For 1967 as a whole there was no change in the total level of investment. Increased investment in 1967 by the wholesale and allied trades was more than outweighed by lower investment in the miscellaneous range of service industries; but within the latter there was a significant increase in capital expenditure by insurance, banking and finance businesses. Investment has now been fairly level in distributive and service industries for the past two and a half years, but an increase has been forecast for 1968.

Investment in the shipping industry in 1967 was the highest for several years and a further substantial increase is expected for 1968.

The estimates include revisions for late returns in respect of some of the earlier quarters of 1967, as well as for the fourth quarter, and also take account of updated seasonal adjustment factors for the shipping industry.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted



(Continued on next page)

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industries (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry		New Building Work	Vehicles	Plant and Machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	104	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,065	101	2,369	703	509	1,158
1966	1,233	1,023	98	2,354	668	508	1,179
1967	1,172	1,021	134	2,325	620	543	1,162
1961 1st quarter	286	203	39	528	154	118	256
2nd quarter	302	203	26	531	163	103	265
3rd quarter	308	212	32	552	163	115	274
4th quarter	299	204	29	532	168	99	265
1962 1st quarter	291	198	25	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	275	17	604	186	120	296
2nd quarter	287	266	33	586	176	135	278
3rd quarter	302	256	23	581	171	121	289
4th quarter	302	269	28	599	170	133	297
1966 1st quarter	310	258	23	591	169	125	296
2nd quarter	304	258	23	585	165	128	293
3rd quarter	311	257	28	596	167	131	297
4th quarter	307	251	24	582	168	123	292
1967 1st quarter	293	250	33	576	157	129	288
2nd quarter	307	261	41	609	161	144	303
3rd quarter	289	260	25	574	149	133	294
4th quarter	283	250	32	565	153	136	278

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of total capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g., by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

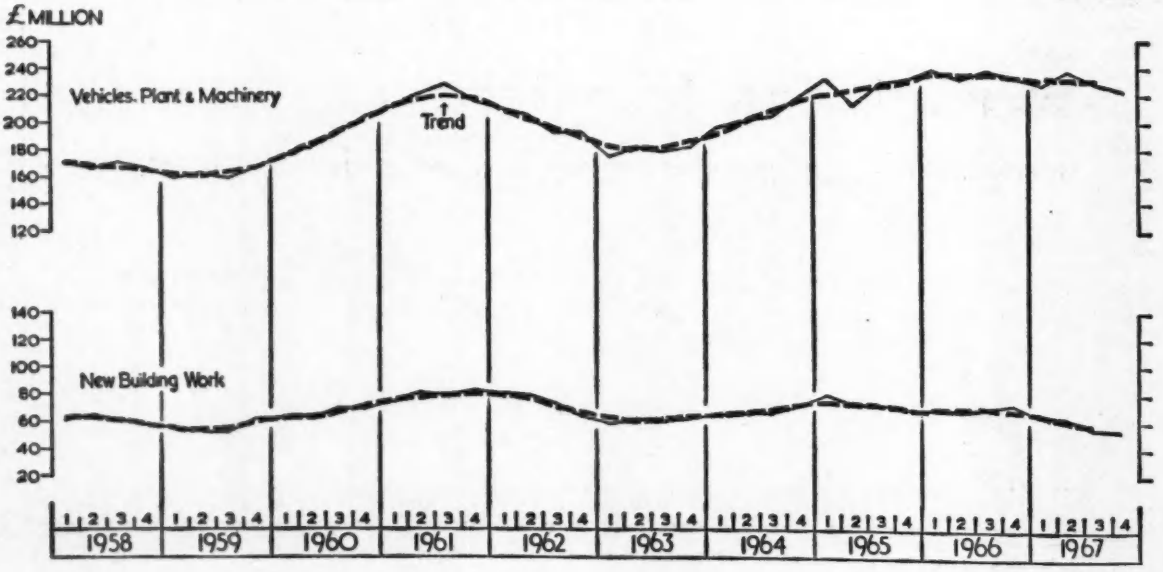


Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink, and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing ink	Metal Manufacture	Engineering Shipbuilding and Metal Goods	Vehicles	Textiles Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·6	95·5	850·5
1967	178·2	74·7	172·4	85·1	263·4	105·8	96·9	72·4	123·0	1,171·9	245·3	101·4	825·2
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·2	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·8	22·3	211·2
1967 1st quarter	43·0	14·0	42·9	24·6	66·2	26·1	26·7	18·0	31·5	293·0	65·6	22·7	204·7
2nd quarter	44·9	18·4	50·2	22·4	69·7	28·2	24·0	18·9	29·8	306·5	65·4	24·6	216·5
3rd quarter	44·9	21·1	37·8	20·8	65·4	26·7	22·6	19·6	30·5	289·4	57·6	27·1	204·7
4th quarter	45·4	21·2	41·5	17·3	62·1	24·8	23·6	15·9	31·2	283·0	56·7	27·0	199·3

(Continued on next page)

Statistics on Incomes, Prices, Employment and Production

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Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted [a], [c], [d]

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New Building Work	Vehicles	Plant and Machinery
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	137	215	714	1,065	403	313	350
1966	133	189	702	1,023	378	318	328
1967	146	193	683	1,021	372	313	337
1961 1st quarter	28	44	131	203	80	60	63
2nd quarter	27	47	129	203	82	58	63
3rd quarter	26	52	134	212	83	65	64
4th quarter	24	52	128	204	85	54	65
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	65
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	38	56	181	275	103	81	88
2nd quarter	33	54	179	266	102	78	87
3rd quarter	34	53	169	256	98	75	83
4th quarter	32	52	185	269	100	79	92
1966 1st quarter	33	50	175	258	97	78	81
2nd quarter	35	46	177	258	94	80	84
3rd quarter	34	46	177	257	94	81	82
4th quarter	31	47	173	251	93	79	81
1967 1st quarter	34	48	168	250	91	75	83
2nd quarter	37	46	178	261	95	80	86
3rd quarter	38	47	175	260	91	81	89
4th quarter	36	52	162	250	95	78	79

Table 4. Industry's fixed capital expenditure at current prices [a]

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,162	100	2,663
1966	1,495	1,141	99	2,735
1967	1,425	1,150	133	2,708
1961 1st quarter	273	200	38	511
2nd quarter	304	202	25	531
3rd quarter	331	204	31	566
4th quarter	331	215	38	584
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	291	15	639
2nd quarter	329	285	30	644
3rd quarter	352	270	21	643
4th quarter	387	315	35	737
1966 1st quarter	355	284	21	660
2nd quarter	355	283	22	660
3rd quarter	375	273	26	674
4th quarter	410	300	30	740
1967 1st quarter	345	280	29	654
2nd quarter	360	290	41	691
3rd quarter	346	280	23	649
4th quarter	374	300	40	714

Notes relating to Tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVIII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 - Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in March 15 issue of the Journal.

Industry's stocks in the fourth quarter of 1967

REVISED ESTIMATES of the change in industry's stocks in the fourth quarter of 1967 show a fall of £21 million, at 1958 prices seasonally adjusted. This is little different from the provisional estimate published a month ago, and the difference is accounted for by a revision to the figures for wholesaling (see below).

Manufacturing industry

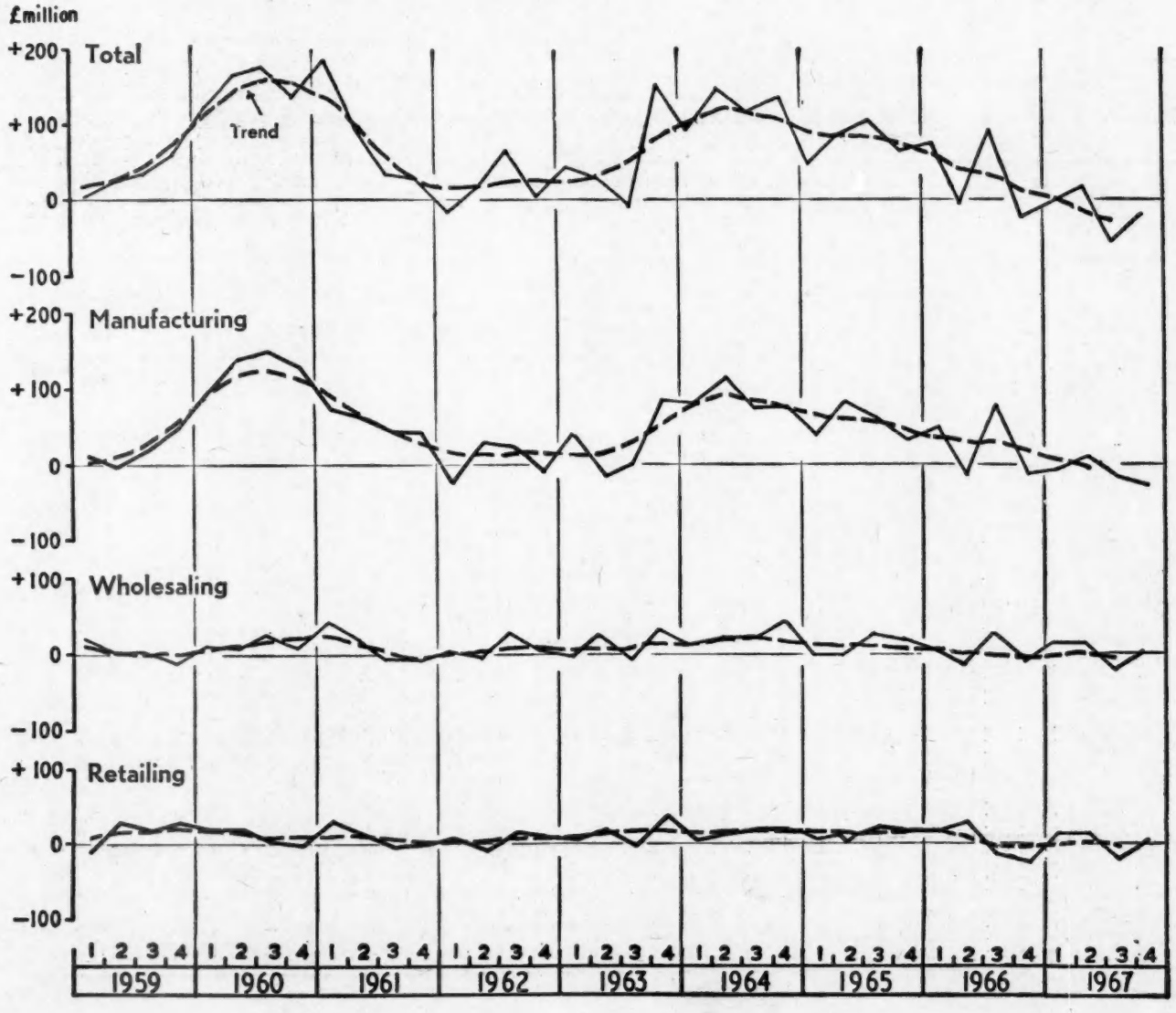
For manufacturing industry, there were some minor revisions to the quarterly figures for 1966 and 1967 arising partly from updating of seasonal factors and, for 1967, from the inclusion of late returns for previous quarters. The fall in stocks for the fourth quarter however remained at the same figure and for the year as a whole there was little difference from the earlier estimate. During the fourth quarter only the engineering and allied industries recorded an increase in the volume of stocks (and even that was only a small rise). For the year as a whole, the engineering industries and food, drink and tobacco industries increased their volume of stocks a little, other industries showing a reduction. While different industries had shown falls in the volume of their stocks in individual years, this was the first time for several years that manufacturing industry in total had recorded a fall in the volume of stocks over the year as a whole. Both in the fourth quarter and in the year as a whole there were decreases in stocks of materials and finished goods, while the level of work in progress hardly changed.

The stocks/production ratio for manufacturing industry showed a distinct fall between the third and fourth quarters, the change arising both from the increase in production and the fall in the volume of stocks.

In the article published a month ago, reference was made to the

(*Continued on next page*)

Changes in industry's stocks at 1958 prices seasonally adjusted



difficulty of allowing for the effect of price changes in the valuation of firms' stocks.

In the fourth quarter of last year, prices of many of industry's materials rose substantially as a result of devaluation, and there was a sharp increase in the price of copper. Firms' stock valuations would not have fully reflected these price increases and inquiries were made among a number of major stockholders to assess the effect of price increases on stock valuations. As a result of these inquiries the price index numbers which are normally used for estimating stock appreciation and the change in the volume of

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,485	1,083	1,192	8,760
1960	+514	+54	+37	+605
1961	+224	+46	+29	+299
1962	+ 22	+35	+14	+ 70
1963	+113	+44	+55	+211
1964	+354	+88	+47	+488
1965	+217	+42	+43	+302
1966	+129	+ 2	+ 6	+137
1967	— 39	—37	+10	— 66
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+167
3rd quarter	+148	+25	+ 2	+175
4th quarter	+130	+10	— 1	+139
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+19	+10	+ 96
3rd quarter	+ 45	— 6	— 4	+ 35
4th quarter	+ 41	— 9	— 2	+ 30
1962 1st quarter	— 24	+ 3	+ 5	— 15
2nd quarter	+ 29	— 4	—10	+ 15
3rd quarter	+ 25	+29	+11	+ 65
4th quarter	— 9	+ 6	+ 8	+ 5

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks and December 31, 1967	6,485	1,083	1,192	8,760
1963 1st quarter	+ 43	— 3	+ 3	+ 43
2nd quarter	— 14	+24	+18	+ 28
3rd quarter	N/C	— 8	— 1	— 9
4th quarter	+ 84	+31	+35	+149
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+15	+12	+145
3rd quarter	+ 77	+20	+17	+114
4th quarter	+ 78	+43	+15	+136
1965 1st quarter	+ 39	— 1	+ 9	+ 47
2nd quarter	+ 82	— 1	+ 3	+ 84
3rd quarter	+ 61	+25	+17	+103
4th quarter	+ 35	+19	+14	+ 68
1966 1st quarter	+ 50	+ 4	+19	+ 73
2nd quarter	— 11	—19	+26	— 4
3rd quarter	+ 80	+25	—15	+ 90
4th quarter	+ 11	— 9	—24	— 22
1967 1st quarter	— 8	—10	+14	— 5
2nd quarter	+ 12	—12	+14	+ 14
3rd quarter	— 18	—16	—20	— 55
4th quarter	— 24	+ 1	+ 2	— 21

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1967	875	577	466	3,240	659	668	6,485	2,253	2,420	1,812
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+18	— 6	—25	+ 15	—28	—13	— 39	— 36	+ 8	— 10
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter	— 9	+ 4	+21	+ 46	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter	+ 6	+ 1	— 7	+ 1	—10	+ 1	+ 8	— 4	+ 6	— 10
2nd quarter	+ 1	—16	— 3	+ 37	— 4	— 2	+ 12	— 13	+ 1	+ 24
3rd quarter	+14	+23	—10	— 41	+ 7	—10	— 18	— 8	— 4	— 7
4th quarter	— 3	—13	— 5	+ 19	—19	— 1	— 24	— 11	+ 4	— 17

stocks were adjusted for manufacturers' stocks. Subsequent inquiries have led to further adjustments of the stock appreciation compared with the provisional calculation; in themselves these would have led to a smaller fall in stocks at the provisional stage, but late returns for the fourth quarter have resulted in a bigger fall in stocks at book values, and this has cancelled the effects of the increased stock appreciation estimate. (An article on the problems of estimating stock appreciation and the changes in the volume of stocks appeared in *Economic Trends* for August 1960.)

Distributors' stocks

Wholesalers' stocks were provisionally estimated as showing a

(*Continued on next page*)

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers [a], [f]

£ million

SIC MLH			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
810	General wholesale distributors	1960	+ 8	+ 8	+17	− 6	+28	
		1961	+35	+ 8	− 1	−13	+30	
		1962	− 2	−12	+18	+ 5	+ 8	
		1963	− 4	+12	−14	+24	+18	
		1964	− 1	+ 5	+ 7	+39	+51	
		1965	− 7	− 3	+15	+13	+17	
		1966	+ 6	−13	+22	− 1	+14	
		1967	−19	− 2	−11	+ 7	−25	689
831	Dealers in coal, builders' materials, etc.	1960	− 1	+ 2	+ 3	+ 2	+ 5	
		1961	N/C	+ 3	N/C	− 1	+ 1	
		1962	+ 1	+ 2	+ 1	+ 3	+ 6	
		1963	+ 3	+ 2	− 4	+ 5	+ 7	
		1964	+ 5	N/C	+ 5	− 1	+ 8	
		1965	+ 1	− 1	+ 2	+ 4	+ 5	
		1966	+ 2	− 1	− 5	− 3	− 6	
		1967	+ 1	− 6	− 1	− 1	− 6	97
832	Dealers in industrial materials and machinery	1960	+ 4	− 1	+ 5	+14	+21	
		1961	+ 8	+ 8	− 5	+ 5	+15	
		1962	+ 5	+ 6	+11	− 2	+20	
		1963	− 2	+10	+10	+ 2	+20	
		1964	+ 7	+ 9	+ 7	+ 5	+29	
		1965	+ 6	+ 3	+ 8	+ 3	+20	
		1966	− 4	− 5	+ 8	− 5	− 6	
		1967	+ 8	− 4	− 5	− 5	− 6	298
	Total wholesalers	1960	+11	+ 8	+25	+10	+54	
		1961	+43	+19	− 6	− 9	+46	
		1962	+ 8	− 4	+29	+ 6	+35	
		1963	− 3	+24	− 8	+31	+44	
		1964	+10	+15	+20	+43	+88	
		1965	− 1	− 1	+25	+19	+42	
		1966	+ 4	−19	+25	− 9	+ 2	
		1967	−10	−12	−16	+ 1	−37	1,083

Table 4. Changes in value of stocks (at book values) held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+104	+489	
	1966	+162	+138	+ 69	− 4	+365	
	1967	− 14	+ 21	+ 12	+ 64	+ 83	7,808
Wholesaling (c)	1960	+ 8	+ 19	+ 55	− 20	+ 62	
	1961	+ 46	+ 21	+ 19	− 32	+ 54	
	1962	+ 9	+ 7	+ 44	− 14	+ 45	
	1963	− 4	+ 26	+ 28	+ 15	+ 65	
	1964	+ 17	+ 34	+ 67	+ 27	+145	
	1965	+ 2	+ 14	+ 62	− 4	+ 75	
	1966	+ 7	N/C	+ 49	− 38	+ 18	
	1967	− 22	− 9	+ 14	+ 10	− 7	1,274
Retailing (d)	1960	+ 68	+ 15	− 19	− 20	+ 44	
	1961	+ 69	+ 36	− 10	− 34	+ 61	
	1962	+ 60	− 1	− 1	− 13	+ 45	
	1963	+ 56	− 6	− 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	− 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	− 23	− 39	+ 44	
	1967	+ 66	+ 7	− 41	− 11	+ 21	1,383
Total (e)	1960	+200	+212	+163	+122	+697	
	1961	+225	+159	+ 55	− 13	+426	
	1962	+ 77	+ 34	+ 55	+ 2	+169	
	1963	+121	+ 24	+ 32	+201	+377	
	1964	+209	+232	+189	+197	+828	
	1965	+195	+162	+173	+100	+629	
	1966	+250	+163	+ 95	− 81	+427	
	1967	+ 30	+ 19	− 16	+ 63	+ 97	10,465

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum Listing Headings 810, 831, 832.
(d) S.I.C. Minimun Listing Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Table 5. The relationship of manufacturers' stocks to manufacturing production

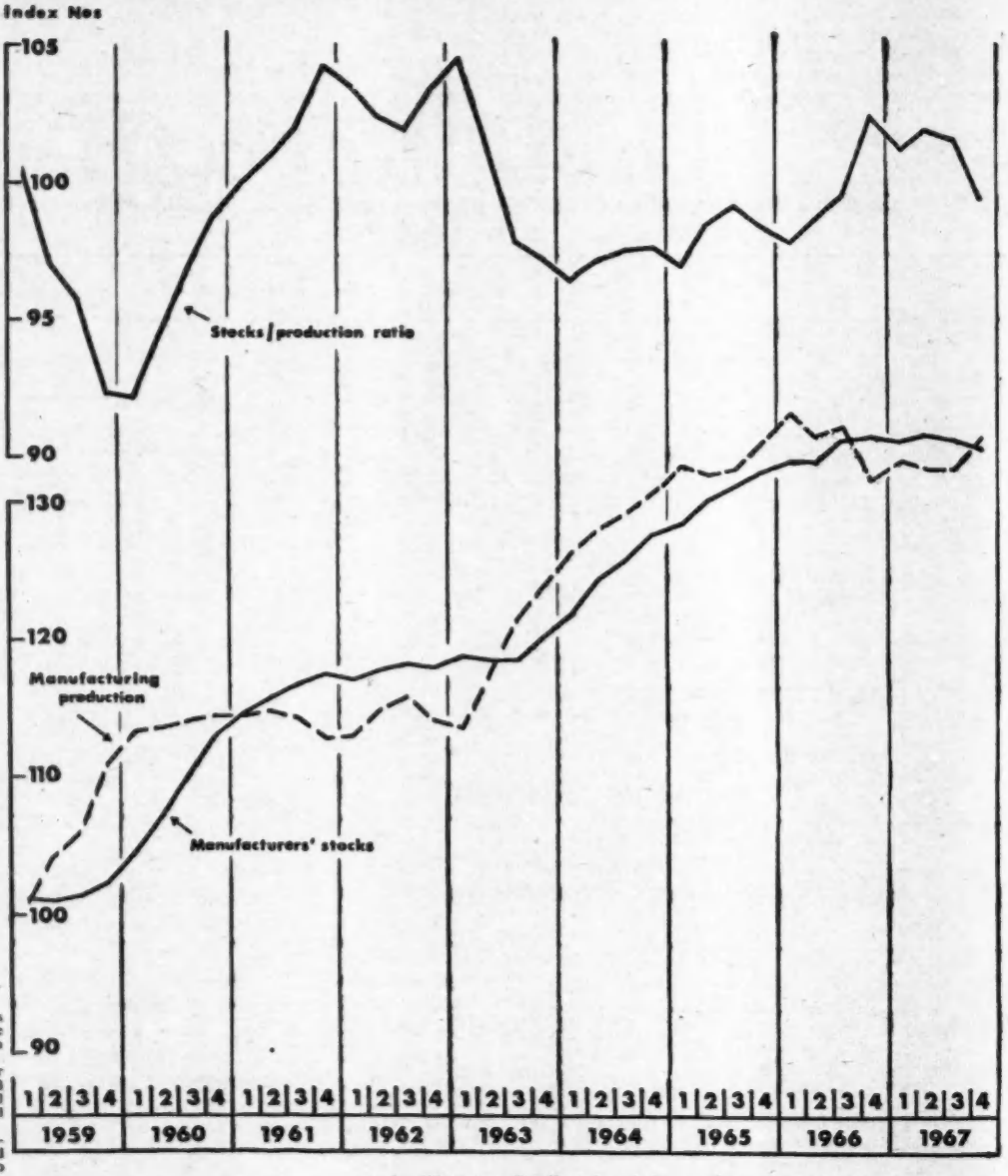
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted: Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·6
	2	133	135	98·5
	3	135	135	99·3
	4	135	132	102·2
1967	1	135	133	101·1
	2	135	132	101·7
	3	134	132	101·4
	4	134	135	99·3

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



small fall in volume in the fourth quarter. The inclusion of late returns has resulted in a slightly higher rise in book values; and, while at the provisional stage the limited information available did not seem to justify any significant change in the price indices used in revaluing firms' stocks, some adjustments have now been made. The overall effect has led to a figure for the fourth quarter showing no change in volume. For the year as a whole, stocks were down in volume, following negligible stockbuilding in 1966.

Retailers' stocks were virtually unchanged in volume during the fourth quarter of 1967, and showed a small rise (about one per cent) for the year as a whole.

Review of films legislation

THE REPORT of the Cinematograph Films Council on its review of films legislation was published on March 28. The report has been made in response to the Board of Trade's request for the council's advice on the operation of the films legislation protecting and supporting the British film industry and on the extent to which the legislation is appropriate in present conditions.

Notes:

The main provisions of the films legislation (the Films Acts, 1960 to 1966, the Cinematograph Films Acts, 1957 to 1966, and the Cinematograph Film Production (Special Loans) Acts, 1949 to 1966) are due to expire in 1970.

The council's main recommendations are (1) that the film industry should continue to receive protection and support from the Government; (2) that the quota provisions should remain on the statute book; (3) that the levy and British Film Fund provisions should remain in operation; and (4) that the National Film Finance Corporation should continue in existence and that its finances should be reconstituted on a sound basis. The council also makes a number of recommendations relating to various aspects of the films legislation. Eight members have signed a minority report.

The functions of the Cinematograph Films Council (which is established under the Films Act, 1960) are to keep under review the progress of the film industry with particular reference to film production and to advise the Board of Trade on any matter relating to the film industry on which they seek its advice.

The council comprises 22 members, appointed by the Board of Trade. There are seven independent members including the chairman and 15 representatives of exhibitors, distributors, producers and film industry employees.

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February

IN FEBRUARY the import unit value index rose by a further point to 120 (1961=100), 9½ per cent above the level recorded in October. The unit value index for exports also rose by a point to 121, 4½ per cent above the October level. The terms of trade remained unchanged at 101.

The rise in the import unit value index was spread over all classes of imports with the exception of food, drink and tobacco where the index was unchanged. The rise in the manufactured goods index was mainly attributable to a further rise in the prices of imported copper.

The increase of one point in the unit value index of exports last month followed an increase of 3 per cent in January. The rise of one point in the index for manufactured goods included an increase of 3 per cent in the chemical index. The unit value index for exports of non-manufactured goods rose by nearly 3 per cent, mainly reflecting increases in whisky and tobacco prices.

Seasonally adjusted, the export volume index in the six months September to February was 4 per cent lower than in the previous six months, although the decline is probably overstated because there may still be some arrears to make good from the dock strikes which occurred at London and Liverpool. The volume index for imports rose by 5 per cent between the two periods.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	87	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	111	102	99	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160

(*Table 3 on next page*)

1966 Census of Distribution: Corrections

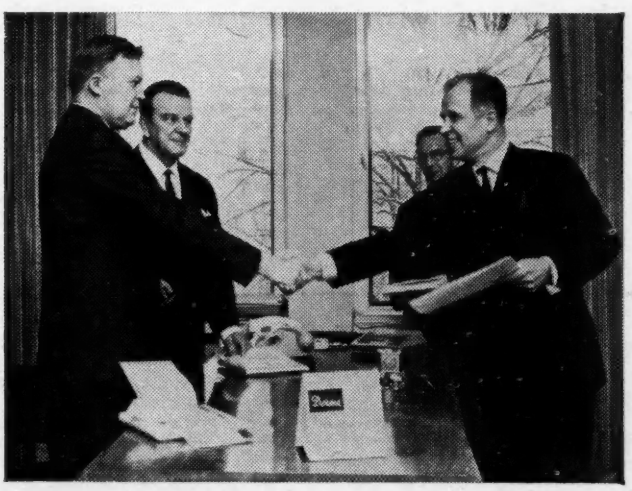
THE FOLLOWING FIGURES should be substituted for those published in Table 1 of the article 'First Results of the 1966 Census of Distribution" in the *Board of Trade Journal* for February 23, 1968, pages 582 and 583:

Kind of Business	Establishments	Turnover	Percentage change	
			Establishments	Turnover
	1966	1966	1961-66	1961-66
	Number	£'000	%	%
Mail order houses (a)	546	431,419	— 1·8	+90·3
TOTAL excluding Relay	502,091	11,582,374	—13·5 (c)	+25·2 (g)
TOTAL including Relay	502,342	11,608,096	..	..

(a) Number of organizations instead of establishments.
(c) —8·3 allowing for the exclusion of certain market traders and mobile shops in 1966.
(g) +26·2 allowing for the exclusion of certain market traders and mobile shops and for the inclusion of installation, maintenance and repairs by electricity and gas showrooms in 1966.

In the section headed *Mail order houses* on page 585 the second paragraph should read:

'Their total turnover in 1966, at £431 million, was nearly double the 1961 figure and even at 1961 prices the rise was about 70 per cent. The number of organizations involved, 546, was practically unchanged and so was the number of general mail order houses selling a wide range of goods (24) and their share in the total turnover (89 per cent).'



The first contract for new non-iron 'Dorma' Terylene/cotton sheets has been concluded between Ky, Sa-Tex, Timo Salovaara & Co., agents for J. F. & H. Roberts in Finland, and the large wholesale group Lassila & Tikanoja Oy, Helsinki. The contract is for a totally new product which is produced entirely within the household textiles division of the Viyella International Group.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*199*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
3rd quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*166*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1967 January	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June	*131*	*130*	*107*	*99*	*137*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January	*141**	*140**	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*

* Revised estimates

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104,000 foreign visitors came to Britain in January

NEARLY 104,000 foreign visitors came to Britain in January – 13,000 more than in the same month of record-breaking 1967, reports the British Travel Association, Britain's official tourist organization.

A BTA spokesman said that tourist arrivals from European countries in January totalled 65,000, which was a rise of 7,000 (13 per cent) on the month.

Visitors from the United States during the month numbered more than 26,000 – an increase of nearly 4,000 (17 per cent) on January last year.

The British Travel Association spokesman said that the particularly large increase in tourist traffic to Britain in January was undoubtedly due in part to devaluation of the pound.

Census of Production for 1963

THE FOLLOWING parts of the report on the Census of Production for 1963 are now available:

Part 25 – Dyestuffs (price 3s. or including postage 3s. 3d.)
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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Metalworking machine tools, deliveries and orders in February

THE MINISTRY of Technology provisionally estimate that in February 1968 total deliveries of machine tools amounted to £11¼ million and net new orders to £10½ million. Orders on hand fell by £¾ million to £93 million, 2 per cent below February 1967. Both deliveries and orders were the lowest since last April, apart from the normally low ordering months of July and August.

Home market

Deliveries to the home market were the lowest for about 3 years, reflecting the low intake of orders for most of last year. Orders received also fell back from the improved level in recent months but were still higher than in the early months of 1967, to the extent that orders received in the first two months of this year were almost equal to those received in the first three months of last year. Orders on hand rose again, by £¾ million to about £50½ million, but this was almost a quarter below the level of a year earlier. Even at the current depressed rate of deliveries this represents only about 6 months work in hand. Comparing the latest 3 months seasonally adjusted with the previous 3 months, deliveries were down by 11 per cent, but new orders up by 3 per cent.

Export market

After adjustment for seasonal factors deliveries for export in February were almost £4 million, the same fairly high level as in the two previous months, and the average of these last 3 months was 7 per cent greater than the previous 3 months. Net new orders fell back from the high level of January to little over £3½ million, seasonally adjusted. Orders outstanding fell by £1½ million but this is the normal seasonal pattern in February. They were still equivalent to 11 months work, and nearly half as much again as a year earlier.

Numerically controlled machine tools

Table 3 summarizes the figures up to the end of 1967 and incorporates revisions to the 1966 figures to make them fully comparable with 1967. In the year 1967 deliveries were 40 per cent greater than in 1966 by number and 80 per cent greater by value. Deliveries to the home market were up 50 per cent by value whilst those for export were nearly three times the 1966 level, reflecting the very large orders taken in 1966.

(*Continued on next page*)

Table 1. Metal working machine tools orders and deliveries: Recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·6	33·7	61·7
1964	121·7	37·8	83·8	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	910·1
1967 (3)*	158·0	45·4	112·6	89·6	41·6	48·0	146·0	57·2	88·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter*	42·0	11·6	30·4	89·6	41·6	48·0	35·7	10·5	25·2
1968 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·6	42·6	53·3	19·1	13·2	5·9
October*	13·1	3·2	9·9	93·9	42·8	51·1	11·1	3·4	7·7
November*	13·9	4·2	9·7	93·5	42·5	51·0	13·5	3·9	9·6
December*	15·0	4·2	10·8	89·6	41·6	48·0	11·1	3·2	7·9
1968 January*	12·9	4·0	8·9	93·6	44·0	49·6	16·9	6·4	10·9
February*	11·3	4·3	7·0	92·9	42·5	50·4	10·6	2·9	7·5
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
March 1967-February 1968*	157·1	46·4	110·7	92·9	42·5	50·4	155·0	60·3	94·7
March 1966-February 1967	151·6			95·1	28·7	66·4	141·7		
Percentage change (3)	+4			—2	+48	—24	+ 9		

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·8	36·4	109·1
1967 (3)*	158·3	45·6	112·6	91·8	40·9	50·9	146·7	56·8	89·9
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter	39·1	11·5	27·6	95·5	33·4	62·1	40·5	15·2	25·3
3rd quarter	40·1	11·6	28·5	95·6	40·8	54·8	40·2	19·0	21·2
4th quarter*	41·0	11·4	29·6	91·8	40·9	50·9	37·2	11·6	25·6
1968 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April	12·0	4·0	8·0	92·6	28·2	64·4	10·5	2·5	8·0
May	14·4	4·3	10·1	94·2	29·6	64·6	16·0	5·7	10·3
June	12·7	3·2	9·5	95·5	33·4	62·1	14·0	7·0	7·0
July	13·2	3·7	9·5	91·2	32·8	58·4	8·8	3·1	5·7
August	14·2	4·5	9·7	88·6	31·1	57·5	11·6	2·8	8·8
September	12·7	3·4	9·3	95·6	40·8	54·8	19·8	13·1	6.7
October*	13·8	3·3	10·5	93·4	40·7	52·7	11·7	3·3	8·4
November*	13·5	4·2	9·3	93·5	40·9	52·6	13·6	4·4	9·2
December*	13·7	3·9	9·8	91·8	40·9	50·9	11·9	3·9	8·0
1968 January*	13·1	3·9	9·2	94·2	43·1	51·1	15·6	6·2	9·4
February*	10·8	3·9	6·9	94·6	42·8	51·8	11·3	3·7	7·6
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	12·6	3·9	8·7	94·6	42·8	51·8	12·9	4·6	8·3
Average of the previous 3 months*	13·4	3·7	9·7	93·5	40·9	52·6	15·0	6·9	8·1
Percentage change	— 6	+ 7	—11	+ 1	+ 5	— 2	—14	—33	+ 3

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

New orders for the home market increased steadily throughout the year and for the year as a whole were also 50 per cent up on 1966. Export orders, after the high level to which they had risen in 1966 could not be expected to show a similar percentage rise. Nevertheless, they rose by almost a third in value, even if the number of machines fell by almost the same proportion.

Thus the trend in 1966, when the export orders on hand increased by £1.9 million – more than the increase in home orders on hand – was reversed in 1967 with home orders on hand rising by £1.8 million – much more than the increase in export orders on hand of £1.1 million. However, the trend towards more expensive machines in the export market noted in 1966 accelerated in the first half of 1967 although this was sharply reversed in the second half of the year. On the year as a whole, whereas the average value per machine for home orders rose from only about £15,000 to less than £20,000, that for the export market, already at a high average value of about £20,000 in 1966 almost doubled to over £36,000 in 1967 – and was twice the value per machine for home orders in the latter year.

Further information on types of machine and type of numerical control will be available shortly.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses in March 29 issue of the Journal.)

Table 3. Numerically controlled metal working machine tools

	Deliveries during the quarter			New orders received during the quarter			
	Total		For Export	Total		For Export	
	No.	Value £'000	Value £'000	No.	Value £'000	No.	Value £'000
1966 (1)	323	4,161	904	460	7,410	141	2,795
1967.	458	7,503	2,534	469	10,465	101	3,689
1966 (1) 1st quarter	54	728	25	118	1,814	35	569
2nd quarter	90	1,026	137	145	2,131	55	961
3rd quarter	85	1,061	392	111	1,959	33	870
4th quarter	94	1,346	350	86	1,506	18	395
1967 1st quarter	93	1,324	322	89	1,745	12	509
2nd quarter	112	1,385	308	124	3,612	36	2,138
3rd quarter	114	2,172	936	121	2,473	23	510
4th quarter	139	2,622	968	135	2,635	30	532
1968 1st quarter							
2nd quarter							
3rd quarter							
4th quarter							
Jan.-Dec. 1967	458	7,503	2,534	469	10,465	101	3,689
Jan.-Dec. 1966	323	4,161	904	460	7,410	141	2,795
Percentage change	+42	+80	+180	+2	+41	—28	+32

Notes: (1) Final revisions have been made to 1966 figures so that they are now comparable with 1967.

Analysis of man-made fibre production in 1967

TOTAL PRODUCTION by weight of man-made fibres in the United Kingdom during 1967 was at the record level of 955.1 million lbs., an increase of 8 per cent over the previous year.

Production of synthetic fibres in 1967 was 427.9 million lbs., the highest figure yet recorded, and 10 per cent more than in 1966. Within the total, output of synthetic continuous filament increased by 11 per cent and synthetic staple fibre by 9 per cent. The proportion of total production represented by the synthetic fibres in 1967 was 45 per cent, compared with 38 per cent in 1965 and 44 per cent in 1966.

The decline in production of the non-synthetic fibres evident in 1965 and 1966 was arrested in 1967 when output rose to 527.2 million lbs., an increase of 6 per cent over 1966. Within the total for 1967, production of viscose staple fibres showed an increase of 11 per cent compared with 1966, more than offsetting a decrease in production of viscose filament, which fell by 3 per cent. Production of acetate and triacetate fibres in 1967 was 3 per cent more than in 1966; output of continuous filament was 1 per cent more, while output of staple fibre was 7 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Analysis of man-made fibre production

million lb. (a)

	Year	Synthetic	Viscose (b)	Acetate and triacetate	Total
Total production	1960	134·4	398·2	59·5	592·0
	1961	145·9	350·4	71·4	567·7
	1962	182·9	366·8	77·5	627·2
	1963	232·3	408·1	78·7	719·2
	1964	278·7	448·1	98·4	825·2
	1965	326·3	434·0	101·8	862·1
	1966	385·3	401·5	94·8	881·6
	1967	427·9	428·8	98·4	955·1
Continuous filament	1960	82·1	141·6	44·9	268·6
	1961	87·5	121·0	53·5	262·0
	1962	114·0	123·3	53·5	290·8
	1963	141·7	128·2	60·3	330·3
	1964	165·6	138·6	73·9	378·1
	1965	180·0	139·3	77·1	396·4
	1966	211·3	130·0	70·0	411·4
	1967	238·5	128·1	71·8	438·4
Staple fibre	1960	52·3	256·6	14·6	323·5
	1961	58·4	229·4	17·9	305·7
	1962	68·8	243·5	24·0	336·3
	1963	90·6	279·9	18·4	388·9
	1964	113·1	309·5	24·5	447·1
	1965	146·3	294·8	24·6	465·7
	1966	174·0	271·4	24·8	470·2
	1967	189·4	300·7	26·6	516·7

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.
(b) The viscose continuous filament figures include a very small amount of non-synthetics not separately specified.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Production of man-made fibres in February

TOTAL PRODUCTION by weight of man-made fibres in February was 23 per cent more than in February 1967. Within the total, output of continuous filament was 23 per cent more and staple fibre 22 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1966 3rd quarter	97·2	108·2	205·4
4th quarter	94·6	120·7	215·2
1967 3rd quarter	101·8	113·3	215·2
4th quarter	120·0	142·0	262·0
1966 December	29·4	40·7	70·1
1967 January	34·8	43·6	78·4
February	34·1	41·8	75·9
1967 December	39·9	48·2	88·1
1968 January	44·0	52·3	96·3
February	43·4	51·0	94·3

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Retailers' stocks in February

THE VALUE of stocks held by retailers at the end of February showed an increase of 2 per cent compared with February 1967, a similar increase to that shown in the previous two months.

In volume terms, retailers' stocks were 1 per cent higher than in the corresponding period in 1967 which is also in line with the previous two months' experience.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
					(a) At current prices							
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139										
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2										
					(b) At constant (Dec. 1960) prices							
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120										
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1										

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

Car and commercial vehicle production in February (corrections)

THE FOLLOWING corrected figures should be read for those carried in the *Journal* of March 29.

Table 1

Passenger cars, 1964 total: 1,867,640.
1967 for home market: 988,273.
Commercial vehicles, 1966 total: 438,675.

Table 2

Passenger cars, 1967, October total: 128.1.
Commercial vehicles, 1967, February, for export: 13.3.
1967, August, total: 34.3.

Retail sales in February

Volume of sales

IN THE three months ended February the volume of retail sales after seasonal adjustment was 2 per cent higher than in the three months ended November 1967, thus continuing the same high rate of increase that has prevailed since the autumn of 1967. There was a small decrease in the sales of food shops between these two three-month periods, but the increase in the sales of non-food shops was more than 4 per cent. As in recent months, it was the growth in the volume of durable goods shops' sales which has shown the greatest increase; but sales of clothing and footwear shops and sales of other non-food shops were also buoyant.

The indices of retail sales have been recalculated, using the provisional results of the 1966 census as a basis, adjusting the census figures to bring them into line with the coverage and structure of the monthly series. On the new basis of 1966=100, the February 1968 seasonally adjusted index of the volume of sales was 105, the same as in December 1967 and one point higher than in January 1968 – but in unrounded terms these indices were not significantly different.

Value of sales

Clothing and footwear shops

For the fourth month running the value of sales of clothing and footwear shops has been maintained at a high level, after seasonal adjustment nearly 6 per cent higher than the average of the first 10 months of 1967. Both men's wear shops and women's wear shops shared in this high level of sales, but in February itself the sales of footwear shops showed a rather smaller increase compared with 1967, than has prevailed in the last four months of 1967 and January 1968, compared with a year earlier.

In February 1968 the value of clothing and footwear shops' sales was 6 per cent higher than in February 1967; less than 1 per cent of this increase can be attributed to increases in prices.

Durable goods shops

For the three months ended February the value of the sales of durable goods shops was, after allowing for seasonal factors, 8 per cent higher than in the previous three months. In February itself sales were 22 per cent higher than in February 1967, a larger increase than has been recently recorded. Prices are estimated to have risen by nearly 2 per cent over the past year. All kinds of business in this group showed large increases on a year earlier. Sales of electricity showrooms show a particularly marked increase; they were 47 per cent higher than in February 1967, following increases on a year earlier of 42 per cent in January and 24 per cent in the fourth quarter of 1967.

Department stores

The value of the sales of department stores continued to show substantial increases compared with the previous year: 14 per cent in February and 11 per cent in January compared with 8 per cent in the fourth quarter of 1967, and 4 per cent for the whole of the year 1967 compared with the whole of 1966. A large part of this increase was due to the very substantial sales of hardware, radio and electrical goods and furniture and furnishings. The weekly percentage increases in the non-food merchandise sold by department stores in the subsequent weeks of March are given in the table below:

Sales of department stores

Department	Percentage increase on a year earlier					
	Month		Week ended			
	January	February	March 2, 1968	March 9, 1968	March 16, 1968	March 23, 1968*
Clothing and footwear	4	7	10	7	6	2
Furniture and furnishings	20	28	28	30	45	62
Hardware, radio and electrical goods	28	37	38	41	71	77
All non-food merchandise	12	15	17	17	25	25

* The increases in non-food merchandise other than clothing and footwear are higher than they would otherwise have been, because Good Friday, when shops are closed, fell in the comparable week of 1967.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-foods shops
1966 4th quarter	99	100	98
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1967 January	100	99	101
February	100	100	101
March	101	101	101
April	100	100	99
May	99	101	98
June	101	100	101
July	101	101	100
August	102	102	103
September	102	102	102
October	102	102	102
November	104	103	105
December	105	104	105
1968 January	104	100	108
February	105	101	110

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1966 4th quarter	100	102	99	100	97	100
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1967 January	101	101	102	103	102	101
February	102	101	102	101	101	103
March	103	103	103	103	97	104
April	101	102	100	95	103	102
May	101	103	98	95	100	100
June	102	101	103	104	100	102
July	102	102	102	101	103	101
August	103	103	104	104	104	105
September	103	103	103	102	106	102
October	104	104	104	99	109	105
November	106	105	106	106	110	105
December	107	107	107	106	111	107
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Other non-food shops

Most other non-food kinds of business maintained much the same increases over the previous year in February as prevailed in January 1968 and in the fourth quarter of 1967. Sales of jewellers, etc. showed a high rate of increase on a year earlier, 20 per cent for February and 19 per cent for January compared with 11 per cent for the fourth quarter of 1967 and 4 per cent for 1967 as a whole.

Provisional rebasing on 1966

The index numbers of retail trade have been rebased on the provisional results on the 1966 Census of Distribution and the new figures back to the beginning of 1966 are given in this article.

Rounding to the nearest whole number makes some of the month-to-month relationships in the seasonally adjusted indices of retail trade based on 1966 marginally different from what they appeared to be in the series based on 1961.

The new provisionally rebased figures take account of the different composition of forms of organization within kinds of business, and kinds of business within groups of kinds of business in 1966, as disclosed by the provisional results of the census.

In practice this rebasing has made a significant difference to the change between 1966 and 1967 in only one kind of business, that of radio and electrical goods.

A more complete rebasing, which takes account of revised seasonal patterns of trade, the different experience of business of different sizes of turnover and any re-classification of contributors in accordance with the classification decided appropriate in view of their sales composition in 1966.

Table 3. Summary table

Index numbers of sales per week and percentage changes on a year earlier (a)

(i) Value (at current prices)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business (£11,372 million)	1966	100	92	97	97	114	92	89	94	97	100	96	100	96	96	101	106	130
	1967	103	94	98	100	120	94	92	96	98	99	98	101	99	99	105	111	138
	1968						99	98										
	1967	+3	+3	+1	+3	+5	+2	+3	+2	+1	—1	+2	+1	+2	+4	+4	+5	+6
	1968						+6	+7										
Analysis by kind of business:																		
Food Shops (£4,952 million)	1966	100	96	99	98	106	96	96	97	100	100	98	99	99	96	99	102	116
	1967	103	100	101	100	111	98	99	101	102	102	100	101	102	99	102	106	122
	1968						102	103										
	1967	+3	+4	+2	+2	+4	+3	+4	+4	+2	+2	+2	+2	+2	+3	+3	+4	+4
	1968						+4	+4										
Non-Food Shops (£6,420 million)	1966	100	88	96	96	120	89	83	92	94	99	95	101	94	95	102	109	142
	1967	103	90	96	99	127	90	85	92	94	97	97	101	96	100	107	116	152
	1968						97	94										
	1967	+3	+2	Nil	+3	+6	+1	+3	+1	Nil	—3	+2	Nil	+2	+5	+5	+6	+7
	1968						+8	+10										
Clothing and Footwear Shops (£1,727 million)	1966	100	83	98	95	124	88	73	86	93	105	97	101	92	93	101	109	154
	1967	102	84	97	97	129	90	75	87	91	100	100	101	92	98	103	112	162
	1968						94	80										
	1967	+2	+2	—1	+2	+4	+2	+3	+1	—3	—5	+3	Nil	Nil	+5	+2	+3	+5
	1968						+5	+6										
Durable Goods Shops (£1,176 million)	1966	100	96	95	97	112	103	92	93	95	97	94	104	93	95	106	108	119
	1967	104	94	94	102	125	100	92	90	95	94	93	103	98	104	116	122	136
	1968						117	112										
	1967	+4	—2	—1	+5	+12	—2	Nil	—3	Nil	—3	—1	—1	+6	+9	+10	+13	+14
	1968						+16	+22										
Miscellaneous Non-Food Shops (£2,542 million)	1966	100	88	95	99	118	85	86	93	95	96	95	101	100	96	98	103	144
	1967	103	91	96	101	123	86	89	96	96	95	97	101	102	100	101	108	153
	1968						91	95										
	1967	+3	+3	+1	+2	+5	+1	+3	+4	Nil	—1	+2	+1	+2	+3	+3	+5	+6
	1968						+6	+7										
Department Stores (£544 million)	1966	100	87	92	95	125	100	74	88	93	96	89	112	82	92	102	114	153
	1967	104	88	93	99	135	101	75	87	92	95	92	111	86	99	109	123	166
	1968						112	86										
	1967	+4	+1	Nil	+4	+8	+1	+2	Nil	—1	—1	+3	—1	+4	+7	+7	+8	+9
	1968						+11	+14										
Mail Order Businesses (£431 million)	1966	100	88	96	87	129	62	87	110	88	107	93	80	81	98	121	140	127
	1967	106	93	101	91	140	73	98	104	101	106	98	84	85	101	134	146	138
	1968						77	106										
	1967	+6	+5	+6	+4	+8	+17	+12	—5	+14	—1	+5	+4	+6	+4	+11	+5	+9
	1968						+6	+9										
Analysis by form of organization:																		
Independents (£5,596 million)	1966	100	94	98	99	110	96	91	94	98	99	97	101	99	96	99	102	125
	1967	102	95	98	100	114	96	93	96	97	98	98	102	100	98	101	105	131
	1968						100	98										
	1967	+2	+2	Nil	+1	+4	+1	+2	+2	Nil	—1	+1	Nil	+1	+3	+2	+3	+5
	1968						+4	+5										
Multiples (£3,805 million)	1966	100	88	97	97	118	87	86	91	96	100	96	99	96	95	101	108	139
	1967	106	93	101	102	128	91	91	97	99	101	101	102	102	102	108	117	152
	1968						99	101										
	1967	+6	+6	+3	+6	+9	+5	+6	+6	+3	+1	+5	+3	+5	+8	+7	+9	+9
	1968						+9	+11										
Co-operative Societies (£996 million)	1966	100	98	100	95	108	98	96	99	100	103	96	96	93	96	98	105	118
	1967	98	95	97	93	107	95	94	97	97	99	94	94	90	95	97	104	119
	1968						96	95										
	1967	—2	—3	—3	—2	Nil	—3	—3	—2	—3	—4	—2	—3	—2	—1	—1	—1	+1
	1968						+1	+1										
Department Stores (£544 million)	1966	100	87	92	95	125	100	74	88	93	96	89	112	82	92	102	114	153
	1967	104	88	93	99	135	101	75	87	92	95	92	111	86	99	109	123	166
	1968						112	86										
	1967	+4	+1	Nil	+4	+8	+1	+2	Nil	—1	—1	+3	—1	+4	+7	+7	+8	+9
	1968						+11	+14										

(Tables continued on next page)

Table 3 – *continued*

(i) Value (at current prices) – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Mail Order Businesses (£431 million)	1966	100	88	96	87	129	62	87	110	88	107	93	80	81	98	121	140	127
	1967	106	93	101	91	140	73	98	104	101	106	98	84	85	101	134	146	138
	1968						77	106										
	1967	+6	+5	+6	+4	+8	+17	+12	−5	+14	−1	+5	+4	+6	+4	+11	+5	+9
	1968						+6	+9										

(ii) Volume (at average 1966 prices)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business (£11,372 million)	1966	100	93	97	97	113	93	90	95	97	100	96	100	96	95	100	105	129
	1967	101	93	97	98	118	93	90	95	96	97	96	100	97	98	104	109	135
	1968						97	95										
	1967	+1	Nil	−1	+2	+4	−1	Nil	Nil	−1	−2	+1	Nil	+2	+4	+3	+4	+5
	1968						+4	+5										
Food Shops (£4,592 million)	1966	100	98	99	98	106	97	98	99	101	100	97	98	99	96	99	101	115
	1967	101	99	99	99	108	97	98	100	100	100	97	99	101	98	101	104	117
	1968						98	99										
	1967	+1	+1	Nil	+2	+2	Nil	+1	+1	−1	Nil	+1	+1	+2	+2	+2	+3	+2
	1968						+1	+1										
Non-Food Shops (£6,420 million)	1966	100	89	96	96	118	90	84	93	95	100	95	101	93	94	101	108	140
	1967	102	88	95	98	125	89	84	91	93	95	95	100	95	99	106	114	150
	1968						96	92										
	1967	+2	−1	−2	+2	+6	−1	Nil	−2	−2	−4	+1	−1	+2	+5	+4	+5	+7
	1968						+7	+9										

Table 4. Analysis by detailed kinds of business and by form of organization

Index numbers of values of sales per week, and percentage changes on a year earlier (a)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Food Shops	1966	100	96	99	98	106	96	96	97	100	100	98	99	99	96	99	102	116
	1967	103	100	101	100	111	98	99	101	102	102	100	101	102	99	102	106	122
Food Shops, Total (£4,952 million)	1968						102	103										
	1967	+3	+4	+2	+2	+4	+3	+4	+4	+2	+2	+2	+2	+2	+3	+3	+4	+4
	1968						+4	+4										
Independents (£2,530 million)	1966	100	97	99	99	105	97	95	97	100	100	98	101	101	96	98	100	114
	1967	102	99	100	100	107	99	98	101	101	101	100	102	102	98	100	102	117
	1968						101	101										
	1967	+2	+3	+1	+1	+2	+2	+3	+3	+1	+1	+2	+1	+1	+1	+1	+2	+3
	1968						+2	+2										
Multiples (£1,648 million)	1966	100	94	99	97	110	92	94	95	100	100	97	97	98	96	100	104	124
	1967	107	101	104	104	121	98	102	103	105	106	103	102	105	103	108	114	135
	1968						106	110										
	1967	+7	+8	+6	+7	+9	+7	+8	+9	+5	+5	+6	+6	+7	+7	+8	+10	+9
	1968						+8	+8										
Co-operative Societies (£774 million)	1966	100	100	101	95	104	99	101	101	102	103	98	95	94	96	98	101	110
	1967	99	99	99	94	103	97	99	100	100	101	96	94	92	95	97	101	110
	1968						97	98										
	1967	−1	−2	−2	−2	Nil	−2	−2	−1	−2	−3	−1	−2	−2	−1	−1	−1	+1
	1968						Nil	Nil										

Table 4 – *continued*

1966 = 100

Kind of Business, Sales in 1966 – privisonal estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Grocers, Total (f) (£2,919 million)	1966	100	96	99	98	106	96	96	97	100	100	98	98	100	97	100	103	114
	1967	103	100	101	101	111	99	100	102	103	102	100	100	103	100	103	107	119
	1968						103	104										
	1967	+3	+4	+2	+3	+4	+3	+4	+5	+2	+2	+2	+3	+3	+3	+3	+4	+5
	1968						+4	+4										
Independents (£1,328 million)	1966	100	97	98	100	105	98	95	97	100	98	97	100	102	97	100	101	112
	1967	102	100	99	101	106	99	98	101	101	99	98	102	103	99	101	103	114
	1968						101	100										
	1967	+2	+3	+1	+1	+1	+1	+3	+4	+1	+1	+1	+1	+1	+2	+1	+1	+2
	1968						+2	+2										
Multiples (£1,059 million)	1966	100	94	100	98	109	92	94	95	100	101	98	96	100	97	100	106	119
	1967	109	103	106	106	121	100	104	105	107	107	105	103	108	106	110	118	132
	1968						109	112										
	1967	+9	+10	+7	+8	+11	+9	+10	+11	+7	+6	+7	+8	+8	+9	+9	+12	+11
	1968						+9	+9										
Co-operative Societies (f) (£531 million)	1966	100	100	101	95	104	98	100	101	102	103	98	95	94	96	98	102	111
	1967	98	97	98	92	103	95	98	99	99	99	95	92	91	93	95	100	111
	1968						94	96										
	1967	−2	−2	−3	−3	−1	−3	−2	−2	−3	−4	−3	−3	−3	−3	−3	−2	Nil
	1968						−1	−1										
Butchers, Total (£724 million)	1966	100	101	96	96	107	103	100	98	100	98	92	96	96	97	100	102	115
	1967	101	102	98	96	110	104	102	100	102	100	94	94	95	97	101	104	120
	1968						107	107										
	1967	+1	+2	+2	−1	+3	+1	+2	+2	+2	+2	+2	−2	Nil	Nil	+1	+2	+5
	1968						+3	+4										
Greengrocers, Fruiterers, Total (£312 million)	1966	100	92	113	102	93	85	90	99	105	114	118	111	108	89	86	89	103
	1967	101	96	111	103	93	89	95	103	103	110	117	114	108	89	85	88	103
	1968						88	91										
	1967	+1	+4	−2	+1	Nil	+5	+5	+3	−2	−3	−1	+3	Nil	Nil	−2	Nil	Nil
	1968						−2	−4										
Independents (£265 million)	1966	100	92	112	102	93	85	90	99	104	113	118	111	110	90	86	88	103
	1967	101	96	110	103	93	89	95	103	103	110	117	114	110	90	85	89	104
	1968						88	91										
	1967	+1	+4	−2	+1	Nil	+5	+5	+3	−2	−3	−1	+3	Nil	Nil	−1	Nil	+1
	1968						−1	−4										
Multiples (£31 million)	1966	100	93	116	99	93	85	92	100	109	115	122	118	96	87	87	88	101
	1967	103	96	116	105	95	88	95	104	108	115	124	130	99	89	88	89	105
	1968						91	97										
	1967	+3	+4	+1	+6	+2	+4	+4	+4	−1	Nil	+2	+10	+3	+3	+1	+2	+4
	1968						+3	+2										
Co-operative Societies (£16 million)	1966	100	99	113	92	96	94	95	106	112	115	112	100	90	87	89	92	104
	1967	94	98	106	86	87	94	97	103	106	107	105	96	84	81	82	83	94
	1968						84	84										
	1967	−6	−1	−6	−6	−9	Nil	+2	−3	−6	−7	−6	−4	−7	−7	−9	−9	−9
	1968						−11	−14										
Fishmongers, Poulterers, Total (£82 million)	1966	100	98	102	97	103	97	98	98	106	101	101	98	100	95	100	101	106
	1967	99	100	99	94	103	97	99	102	99	97	100	97	95	92	99	100	108
	1968						100	99										
	1967	−1	+2	−3	−3	Nil	Nil	+1	+4	−6	−3	−1	−2	−5	−3	−1	Nil	+1
	1968						+2	−1										
Bread and Flour Confectioners, Total (g) (£254 million)	1966	100	97	99	100	104	92	96	100	103	101	94	100	101	99	102	101	109
	1967	104	100	103	104	110	94	101	104	105	106	98	103	104	104	107	108	115
	1968						97	107										
	1967	+4	+4	+3	+4	+6	+2	+5	+4	+2	+4	+4	+3	+3	+5	+5	+6	+6
	1968						+3	+6										
Independents (£146 million)	1966	100	97	99	100	105	93	97	99	104	100	94	99	100	100	103	102	109
	1967	104	100	102	104	110	96	102	103	105	104	98	103	104	105	108	108	115
	1968						99	106										
	1967	+4	+4	+3	+4	+5	+3	+5	+4	+2	+4	+4	+4	+4	+5	+5	+6	+5
	1968						+3	+5										
Multiples (£108 million)	1966	100	97	100	100	103	91	95	102	103	104	95	101	102	97	100	100	108
	1967	104	99	103	103	110	91	100	106	105	108	98	103	104	102	105	108	115
	1968						93	109										
	1967	+4	+3	+3	+3	+6	Nil	+4	+4	+2	+4	+3	+2	+2	+6	+5	+7	+7
	1968						+2	+10										
Off-Licences, Total (£217 million)	1966	100	81	83	87	149	85	79	80	86	83	81	91	83	86	92	103	230
	1967	106	87	87	91	157	89	85	88	86	88	86	92	91	92	99	111	239
	1968						97	92										
	1967	+6	+7	+4	+6	+5	+5	+7	+9	−1	+6	+6	+1	+9	+7	+8	+8	+4
	1968						+9	+8										

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Off Licences-*contd.*																		
Independents (£88 million)	1966	100	79	83	87	151	86	76	76	88	83	79	91	83	86	91	109	234
	1967	105	85	86	92	155	92	80	83	87	89	84	92	91	92	96	114	236
	1968						98	85										
	1967	+5	+7	+4	+6	+3	+7	+6	+9	—1	+7	+7	+1	+9	+8	+5	+5	+1
	1968						+7	+6										
Multiples (£129 million)	1966	100	83	84	87	146	84	82	83	86	82	83	91	83	86	93	98	227
	1967	106	89	87	91	158	86	88	92	85	87	88	92	91	91	103	110	241
	1968						96	97										
	1967	+6	+7	+4	+5	+8	+4	+7	+10	Nil	+5	+6	+1	+9	+6	+10	+11	+6
	1968						+11	+10										
Dairymen, Total (£444 million)	1966	100	99	100	99	102	99	100	98	99	101	99	101	98	98	101	102	103
	1967	104	102	105	104	108	102	102	101	105	105	104	105	102	103	105	107	109
	1968						107	108										
	1967	+4	+3	+5	+5	+5	+3	+2	+3	+6	+4	+5	+5	+4	+5	+4	+5	+6
	1968						+5	+6										
Co-operative Societies (£151 million)	1966	100	102	100	97	101	102	103	102	100	102	99	97	96	98	100	101	102
	1967	104	103	104	102	105	103	102	103	105	105	103	103	99	104	104	104	107
	1968						107	107										
	1967	+4	+1	+4	+5	+4	+1	—1	+2	+5	+3	+5	+6	+4	+6	+5	+3	+5
	1968						+5	+5										
Clothing and footwear shops																		
Clothing and Footwear Shops, Total (£1,727 million)	1966	100	83	98	95	124	88	73	86	93	105	97	101	92	93	101	109	154
	1967	102	84	97	97	129	90	75	87	91	100	100	101	92	98	103	112	162
	1968						94	80										
	1967	+2	+2	—1	+2	+4	+2	+3	+1	—3	—5	+3	Nil	Nil	+5	+2	+3	+5
	1968						+5	+6										
Independents (£760 million)	1966	100	87	99	95	119	98	77	87	95	105	97	101	92	93	102	104	145
	1967	100	86	96	96	122	97	77	85	92	97	98	100	91	96	103	107	150
	1968						101	81										
	1967	Nil	—1	—3	+1	+3	—1	Nil	—2	—4	—7	+1	—1	Nil	+4	+1	+3	+4
	1968						+4	+5										
Multiples (£858 million)	1966	100	79	99	95	127	79	71	85	92	106	99	101	93	93	101	112	161
	1967	104	83	100	99	135	83	75	89	91	103	104	102	95	99	104	117	173
	1968						90	81										
	1967	+4	+5	+1	+4	+6	+6	+6	+5	—1	—2	+6	+1	+2	+7	+3	+5	+8
	1968						+8	+8										
Co-operative Societies (£108 million)	1966	100	83	93	93	130	85	71	90	92	106	89	97	84	96	98	121	162
	1967	96	80	89	88	125	84	69	85	84	97	87	91	79	94	93	114	159
	1968						83	69										
	1967	—4	—3	—6	—5	—4	—2	—3	—5	—8	—8	—2	—6	—6	—2	—5	—6	—2
	1968						—1	Nil										
Footwear Shops, Total (£268 million)	1966	100	79	105	97	119	79	68	87	99	115	103	101	91	98	105	106	142
	1967	102	81	102	99	125	83	70	88	93	105	106	102	91	104	108	111	151
	1968						91	72										
	1967	+2	+3	—3	+3	+5	+6	+3	+1	—6	—8	+3	+1	Nil	+6	+3	+5	+7
	1968						+9	+2										
Independents (£75 million)	1966	100	82	107	96	115	86	73	87	104	117	102	99	92	96	108	104	129
	1967	101	84	103	97	120	89	76	86	98	106	104	97	91	102	109	108	138
	1968						97	78										
	1967	+1	+1	+4	+1	+5	+3	+3	—1	—5	—9	+2	—3	—2	+6	+1	+4	+7
	1968						+10	+3										
Multiples (£173 million)	1966	100	77	105	97	121	75	65	87	96	113	104	102	92	98	104	105	148
	1967	103	80	102	102	129	82	68	89	91	104	108	106	93	105	108	112	159
	1968						89	70										
	1967	+3	+5	—3	+4	+6	+8	+4	+2	—6	—8	+4	+4	+1	+7	+4	+6	+7
	1968						+9	+3										
Co-operative Societies (£20 million)	1966	100	79	103	95	124	76	67	92	98	117	95	92	85	104	105	120	142
	1967	96	78	96	90	120	77	67	87	90	106	93	86	78	102	99	112	143
	1968						80	65										
	1967	—4	—2	—7	—5	—3	+2	Nil	—5	—9	—10	—2	—7	—8	—2	—5	—6	Nil
	1968						+4	—3										
Men's and Boys' Wear Shops, Total (£362 million)	1966	100	87	99	95	119	97	78	86	95	105	98	103	96	88	93	107	148
	1967	100	87	97	97	121	99	79	85	91	99	99	103	96	92	93	108	154
	1968						104	83										
	1967	Nil	Nil	—3	+2	+2	+2	+1	—1	—4	—6	+1	+1	Nil	+4	Nil	+1	+3
	1968						+5	+6										
Independents (£155 million)	1966	100	86	98	97	119	98	78	82	91	102	99	101	99	92	89	98	161
	1967	99	83	93	99	122	95	77	80	84	94	98	102	100	97	89	100	165
	1968						99	82										
	1967	—1	—3	—5	+2	+2	—4	—2	—2	—7	—8	—2	+1	Nil	+5	Nil	+3	+3
	1968						+5	+7										

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966–provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Footwear Shops – *Contd.*																		
Multiples (£182 million)	1966	100	89	101	94	116	98	80	90	99	107	98	104	94	85	97	114	133
	1967	102	92	101	95	118	104	83	90	98	103	102	105	94	88	97	114	139
	1968						110	87										
	1967	+2	+3	Nil	+2	+2	+7	+3	Nil	—1	—4	+4	+1	+1	+4	Nil	Nil	+4
	1968						+6	+5										
Co-operative Societies (£25 million)	1966	100	76	95	93	136	86	63	79	89	103	94	107	88	87	83	120	191
	1967	95	72	87	89	130	82	60	75	78	93	90	101	83	85	78	111	187
	1968						82	61										
	1967	—5	—5	—8	—4	—4	—5	—5	— 5	—13	—9	—5	—5	—5	—2	—6	—7	—2
	1968						Nil	+2										
Women's, Girls' and Infants' Wear, Drapery and General Clothing Shops, (£1,097 million)	1966	100	82	97	95	127	87	73	86	92	103	95	100	91	93	103	110	159
	1967	102	84	97	96	132	88	76	88	90	99	99	99	91	98	105	114	167
	1968						92	81										
	1967	+2	+2	Nil	+2	+4	+2	+3	+2	—2	—4	+4	—1	+1	+5	+2	+4	+6
	1968						+4	+7										
Multiples (£504 million)	1966	100	75	96	95	134	73	70	83	88	102	97	99	93	94	101	113	176
	1967	105	81	99	99	143	76	75	89	88	103	104	100	96	102	106	120	191
	1968						83	83										
	1967	+5	+7	+3	+4	+7	+5	+8	+7	Nil	Nil	+8	+1	+3	+8	+4	+6	+9
	1968						+8	+11										
Co-operative Societies (£64 million)	1966	100	86	93	92	130	88	74	93	91	104	86	96	83	97	100	122	160
	1967	96	83	88	88	125	86	72	88	84	96	85	89	78	94	96	115	155
	1968						84	73										
	1967	—4	—3	—5	—5	—4	—1	—3	—5	—7	—8	—1	—7	—6	—2	—4	—5	—3
	1968						—2	Nil										
Independent, Total (£529 million)	1966	100	88	98	94	120	100	77	88	95	104	95	102	89	92	104	106	143
	1967	100	88	96	95	123	99	77	87	93	97	97	100	89	96	106	109	148
	1968						102	81										
	1967	Nil	—1	—2	+1	+3	Nil	+1	—1	—3	—7	+2	—1	Nil	+4	+2	+2	+3
	1968						+2	+5										
of which (c):																		
Large (..)	1966	100	87	98	97	118	101	70	89	98	105	92	106	86	99	106	109	134
	1967	103	90	98	100	125	107	72	89	99	100	96	104	88	106	113	114	145
	1968						113	76										
	1967	+3	+3	Nil	+3	+6	+6	+3	Nil	+1	—5	+4	—2	+2	+7	+6	+4	+8
	1968						+6	+5										
Medium (..)	1966	100	88	97	95	119	106	72	86	96	105	93	104	88	94	106	106	141
	1967	102	88	96	97	125	106	74	86	94	100	95	103	88	99	108	110	150
	1968						112	79										
	1967	+2	Nil	—1	+2	+5	Nil	+4	—1	—1	—5	+3	—1	Nil	+6	+3	+4	+6
	1968						+5	+7										
Small (..)	1966	100	89	98	93	120	97	81	89	94	103	97	99	91	90	103	105	146
	1967	99	87	95	93	121	94	80	87	90	95	98	98	90	91	103	106	148
	1968						94	83										
	1967	—1	—2	—3	Nil	+1	—3	—1	—2	—4	—8	+1	—1	—1	+2	Nil	+1	+1
	1968						Nil	+4										
Durable Goods Shops																		
Durable Goods Shops, Total (£1,176 million)	1966	100	96	95	97	112	103	92	93	95	97	94	104	93	95	106	108	119
	1967	100	94	94	102	125	100	92	90	95	94	93	103	98	104	116	122	136
	1968						117	112										
	1967	+4	—2	—1	+5	+12	—2	Nil	—3	Nil	—3	—1	—1	+6	+9	+10	+13	+14
	1968						+16	+22										
Independents (£592 million)	1966	100	96	95	97	113	104	92	91	95	96	94	106	92	93	104	106	127
	1967	101	92	92	98	123	101	90	88	92	92	92	102	94	99	110	115	139
	1968						115	106										
	1967	+1	—3	—3	+2	+9	—3	—2	—4	—3	—3	—2	—4	+3	+6	+6	+9	+10
	1968						+14	+17										
Multiples (£492 million)	1966	100	97	96	98	109	101	94	95	95	97	95	102	95	98	110	111	107
	1967	109	98	98	109	130	102	98	95	101	96	97	105	106	113	126	133	131
	1968						121	125										
	1967	+9	+1	+2	+10	+19	Nil	+4	Nil	+5	—1	+2	+4	+12	+15	+15	+19	+23
	1968						+20	+28										
Co-operative Societies (£91 million)	1966	100	96	95	96	114	99	89	98	97	102	88	102	89	97	100	112	126
	1967	98	88	88	94	121	92	83	88	88	93	84	95	87	99	105	119	135
	1968						107	99										
	1967	—2	—8	—7	—2	+6	—7	—7	—10	—9	—9	—4	—7	—2	+3	+6	+6	+7
	1968						+16	+19										

(*Continued on next page*)

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Furniture Shops, Total (Excluding Co-operative Societies) (£486 million)	1966	100	94	99	99	109	105	89	90	93	102	100	110	94	93	105	107	114
	1967	100	89	93	98	118	98	86	84	90	95	94	102	94	98	111	117	125
	1968						110	86										
	1967	Nil	−5	−6	−1	+9	−6	−3	−6	−4	−7	−6	−7	Nil	+5	+6	+10	+10
	1968						+12	+19										
Multiples (£140 million)	1966	100	95	101	98	106	110	95	84	95	108	100	106	96	94	106	103	107
	1967	97	83	87	95	122	89	85	76	85	91	87	94	93	99	118	121	127
	1968						103	106										
	1967	−3	−13	−13	−3	+16	−19	−10	−9	−10	−16	−13	−12	−3	+5	+11	+17	+19
	1968						+16	+25										
Independents. Total (£346 million)	1966	100	94	98	99	110	103	87	92	93	101	100	111	93	93	104	108	116
	1967	100	91	95	99	117	101	86	87	91	96	97	104	94	98	109	116	124
	1968						112	101										
	1967	Nil	−3	−3	Nil	+7	−2	−1	−6	−2	−4	−4	−6	+1	+5	+5	+8	+7
	1968						+11	+17										
of which (e): Large (..)	1966	100	94	101	98	107	106	85	92	92	98	110	114	92	90	100	104	115
	1967	100	91	96	97	117	103	83	89	89	91	105	104	94	93	104	113	130
	1968						117	96										
	1967	Nil	−3	−5	−1	+9	−3	−3	−4	−3	−8	−5	−9	+2	+4	+4	+9	+13
	1968						+14	+16										
Medium and small (..)	1966	100	94	97	99	111	102	88	92	94	101	96	110	93	94	106	109	116
	1967	101	91	95	99	117	100	87	86	92	98	94	105	95	99	111	117	122
	1968						110	103										
	1967	+1	−3	−3	+1	+6	−2	Nil	−6	−2	−3	−3	−5	+1	+5	+5	+7	+5
	1968						+10	+18										
Other Durable Goods Shops, Total (Excluding Co-operative Societies) (£599 million)	1966	100	98	92	96	114	102	96	95	96	92	90	100	93	96	108	109	122
	1967	108	99	95	106	132	103	99	96	100	93	94	105	103	110	121	126	144
	1968						123	122										
	1967	+8	+2	+3	+10	+16	+1	+3	Nil	+4	+1	+4	+5	+11	+14	+12	+16	+18
	1968						+19	+24										
Multiples. Total (£353 million)	1966	100	97	94	98	110	99	93	99	96	94	93	100	95	99	111	114	106
	1967	112	103	101	113	133	105	102	101	106	98	100	109	111	118	129	136	132
	1968						127	131										
	1967	+12	+6	+7	+15	+20	+7	+9	+2	+10	+4	+7	+9	+17	+18	+16	+20	+24
	1968						+21	+28										
Independents (£246 million)	1966	100	98	90	94	118	106	98	91	97	89	86	100	90	92	104	103	141
	1967	103	94	88	98	131	101	95	89	93	87	86	100	94	100	112	114	159
	1968						119	112										
	1967	+3	−3	−2	+4	+11	−5	−3	−3	−4	−2	Nil	Nil	+4	+8	+8	+11	+12
	1968						+18	+18										
Electricity Showrooms (£65 million)	1966	100	91	95	98	115	98	89	88	89	104	94	106	91	97	116	116	114
	1967	116	99	104	116	143	107	96	95	105	111	98	118	111	119	136	143	148
	1968						152	141										
	1967	+16	+8	+10	+19	+24	+8	+8	+8	+19	+7	+5	+11	+22	+22	+18	+23	+29
	1968						+42	+47										
Gas Showrooms (£92 million)	1966	100	95	94	101	110	90	90	102	95	101	88	99	99	105	123	123	89
	1967	108	98	99	111	124	94	98	102	103	100	95	103	108	120	135	137	104
	1968						103	130										
	1967	+8	+4	+5	+10	+13	+5	+8	Nil	+8	−1	+7	+4	+10	+14	+10	+11	+17
	1968						+10	+33										
Radio and Television Rental Specialists Multiples (£109 million)	1966	100	106	98	98	99	103	104	109	98	88	105	100	96	98	100	105	94
	1967	109	110	103	107	115	112	112	108	106	93	109	106	106	109	112	124	110
	1968						128	128										
	1967	+9	+5	+6	+10	+16	+9	+8	−1	+8	+5	+4	+6	+11	+12	+12	+18	+17
	1968						+14	+15										
Radio and Electrical Goods Shops. Total (e) (£333 million)	1966	100	97	89	94	120	106	95	90	97	87	85	99	91	94	106	106	142
	1967	108	96	91	104	140	103	96	91	97	88	88	103	101	107	121	124	169
	1968						124	116										
	1967	+8	Nil	+2	+10	+17	−2	+1	Nil	Nil	+1	+4	+5	+12	+14	+14	+17	+19
	1968						+20	+21										
Miscellaneous non-food shops																		
Miscellaneous Non-Food Shops. Total (b) (£2,542 million)	1966	100	88	95	99	118	85	86	93	95	96	95	101	100	96	98	103	144
	1967	103	91	96	101	123	86	89	96	96	95	97	101	102	100	101	108	153
	1968						91	95										
	1967	+3	+3	+1	+2	+5	+1	+3	+4	Nil	−1	+2	+1	+2	+3	+3	+5	+6
	1968						+6	+7										

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Confectioners, Tobacconists, Newsagents. Total (£1,030 million)	1966	100	94	96	101	109	90	93	97	99	94	96	102	102	99	99	102	124
	1967	103	97	98	103	114	92	95	102	98	96	98	103	103	101	102	106	130
	1968						96	100										
	1967	+3	+4	+1	+2	+4	+2	+3	+5	−1	+2	+3	+2	+1	+3	+3	+4	+5
	1968						+4	+5										
Independents (£882 million)	1966	100	94	96	101	109	91	93	97	99	94	96	102	103	99	98	102	122
	1967	102	96	98	103	113	92	95	101	98	96	99	104	104	102	101	105	128
	1968						95	99										
	1967	+2	+3	+1	+2	+4	+1	+2	+4	−1	+2	+2	+2	+1	+2	+3	+4	+4
	1968						+4	+4										
Multiples (£148 million)	1966	100	93	95	97	114	88	92	99	101	95	92	99	99	94	101	102	135
	1967	105	101	98	100	122	94	97	110	98	98	97	101	101	98	106	110	144
	1968						98	103										
	1967	+5	+8	+2	+3	+7	+6	+6	+11	−3	+3	+6	+2	+2	+5	+5	+8	+7
	1968						+5	+6										
Booksellers, Stationers Independents (£79 million)	1966	100	93	84	91	132	91	95	93	86	85	81	88	91	94	103	120	165
	1967	105	97	88	96	137	96	101	96	90	87	87	92	96	100	106	126	171
	1968						103	107										
	1967	+5	+4	+5	+5	+4	+5	+6	+2	+5	+3	+7	+5	+3	+6	+3	+5	+4
	1968						+7	+6										
Chemists, Photographic Goods Dealers. Total (d) (£350 million)	1966	100	86	96	102	117	86	84	87	89	96	101	107	105	95	94	97	151
	1967	103	87	96	105	123	87	84	89	88	94	104	109	108	99	95	102	162
	1968						92	90										
	1967	+3	+1	+1	+3	+5	+1	+1	+2	−1	−2	+3	+2	+2	+5	+1	+5	+7
	1968						+6	+7										
Independents (£183 million)	1966	100	89	99	107	106	90	86	89	90	99	106	110	115	98	94	88	128
	1967	101	88	97	108	110	90	85	89	88	94	107	111	116	100	96	92	135
	1968						95	89										
	1967	+1	−1	−2	+1	+4	Nil	−1	−1	−2	−5	+1	+1	Nil	+2	+2	+4	+5
	1968						+6	+5										
Multiples (£145 million)	1966	100	81	91	97	131	80	80	84	86	92	94	104	95	92	95	107	178
	1967	106	85	95	103	140	82	83	88	88	93	102	109	101	101	96	114	195
	1968						89	92										
	1967	+6	+4	+4	+7	+7	+3	+4	+5	+2	+1	+8	+5	+5	+9	+1	+7	+10
	1968						+8	+11										
Co-operative Societies (£22 million)	1966	100	90	97	95	118	90	91	90	96	96	99	98	95	91	90	105	153
	1967	98	88	94	93	117	88	88	89	90	95	97	99	95	87	87	103	152
	1968						87	92										
	1967	−2	−2	−3	−1	−1	−2	−4	−1	−6	−1	−1	+1	Nil	−4	−3	−1	Nil
	1968						−1	+4										
Jewellers. Total (£116 million)	1966	100	78	83	96	142	72	78	84	81	83	86	98	97	94	92	95	220
	1967	104	79	83	97	158	73	80	85	80	82	86	93	99	98	95	111	247
	1968						86	96										
	1967	+4	+1	−1	+1	+11	+1	+2	+1	−1	−1	Nil	−6	+2	+5	+3	+17	+12
	1968						+19	+20										
Independents (£85 million)	1966	100	79	85	97	139	73	79	84	82	85	88	99	96	95	92	94	213
	1967	104	80	84	97	156	73	81	85	80	83	88	94	98	99	96	111	238
	1968						88	99										
	1967	+4	+1	−1	+1	+12	+1	+3	+1	−2	−1	Nil	−5	+2	+5	+5	+18	+12 *f*
	1968						+19	+21										
Multiples (£31 million)	1966	100	75	76	94	155	69	73	82	75	76	76	95	98	90	92	97	251
	1967	105	76	76	95	170	69	74	83	77	75	77	88	102	95	90	111	283
	1968						80	86										
	1967	+5	+1	+1	+1	+10	+1	+2	+1	+3	−1	+1	−7	+4	+5	−2	+14	+13
	1968						+15	+16										
Leather Goods, Sports Goods, Toys and Fancy Goods Shops. Total (£123 million)	1966	100	70	84	103	143	70	66	73	85	84	83	97	108	103	88	100	222
	1967	102	72	83	103	151	72	68	75	82	83	83	95	110	106	93	105	235
	1968						75	71										
	1967	+2	+3	−2	+1	+5	+3	+3	+2	−4	−2	Nil	−2	+1	+3	+5	+5	+6
	1968						+4	+5										
Ironmongers and Hardware Shops. Total (£298 million)	1966	100	93	99	98	110	91	88	99	100	101	96	98	99	98	101	102	123
	1967	102	95	99	101	116	90	92	100	102	99	96	99	103	100	104	107	132
	1968						95	98										
	1967	+2	+2	Nil	+2	+5	−1	+5	+1	+2	−2	Nil	+1	+4	+3	+3	+5	+7
	1968						+5	+6										
Independents (£260 million)	1966	100	94	99	98	108	93	89	100	102	101	96	98	99	97	101	102	119
	1967	102	96	99	99	114	92	94	101	103	99	95	98	101	99	103	106	128
	1968						96	99										
	1967	+2	+2	Nil	+2	+5	−1	+6	+1	+2	−2	Nil	Nil	+3	+2	+2	+4	+7
	1968						+5	+5										

(*Continued on next page*)

Table 4 – *continued*

RETAIL SALES, *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Ironmongers and Hardware Shops—*Contd.*																		
Multiples	1966	100	81	94	102	123	76	75	92	87	98	96	99	105	102	101	109	151
(£38 million)	1967	106	83	96	112	133	78	78	92	90	94	101	109	115	111	110	109	163
	1968						85	87										
	1967	+6	+2	+2	+10	+9	+4	+4	Nil	+3	—4	+6	+10	+10	+9	+9	+10	+8
	1968						+9	+12										
Other Miscellaneous Non-Food Shops (h)	1966	100	95	104	93	107	84	95	104	102	111	101	94	90	95	98	96	123
Independents	1967	103	98	105	96	113	84	99	107	107	106	103	96	93	99	102	101	132
(£100 million)	1968						88	104										
	1967	+3	+2	+1	+3	+6	Nil	+4	+2	+5	—5	+2	+2	+3	+4	+4	+5	+7
	1968						+4	+5										

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1968 sales was the four weeks from January 28, 1968 to February 24, 1968, the corresponding period in 1967 was from January 29, 1967 to February 25, 1967. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

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Hire purchase and other instalment credit business in February

NEW INSTALMENT CREDIT extended by finance houses in February was, making allowance for seasonal factors, about the same level as in January but below the average level in the fourth quarter of last year. Record levels of new business were recorded in the three months September, October and November 1967 and, by comparison, new business in the three months ended February was 19 per cent lower. The instalment credit sales of durable goods shops were 8 per cent higher in the three months ended February, on a seasonally adjusted basis, than in the immediately preceding period of three months.

The total instalment credit debt owed to finance houses, durable goods shops and department stores continued to rise; on a seasonally adjusted basis the increase in the three months ended February was, however, only half the increase in the immediately preceding three months ended November 1967.

This article now includes a table of seasonally adjusted figures covering the main aspects of instalment credit business. The methods adopted and the limitations of the figures are described at the end of this article.

Finance houses

New credit extended by finance houses in February was 50 per cent higher than in February last year. This increase on a year earlier was slightly higher than that recorded in January but was still much lower than the very large increases experienced in the autumn of 1967. The reduction in the increases on a year earlier is due not only to the falling off in business in recent months but also the improvement shown in business between the latter half of 1966 and the beginning of 1967. This is particularly true of credit extended for the purchase of cars, both new and used. On a seasonally adjusted basis, total finance house business in February was at about the same level as in January, but there was a fall in credit advanced for new cars and a slight increase in credit advanced for used cars.

The debt outstanding to finance houses continued to rise during February, but in the last three months the increase in debt, on a seasonally adjusted basis, was £18 million compared with an increase of £45 million in the previous three months (September to November).

Durable goods shops

Instalment credit sales by durable goods shops in February were 30 per cent higher than in February 1967, a larger increase on a year earlier than those experienced in recent months when credit sales were already showing substantial increases over the low level of trading in the period following the July 1966 measures. Of the two groups of shops shown separately in the tables instalment credit sales of furniture shops in February were 24 per cent higher than in February 1967, a slightly larger increase than those experienced on average in recent months. The other durable goods shops, comprising radio and electrical goods shops, gas and electricity showrooms, recorded an increase of 45 per cent in instalment credit sales over the same month a year ago, much higher than those of recent months.

Instalment credit sales by department stores were 20 per cent higher than in February 1967, a similar increase to that recorded in January but a little higher than in the fourth quarter of last year.

On a seasonally adjusted basis debt owed to durable goods shops and department stores rose by £4 million during the three months ended February 1968 as against a fall of £1 million in the immediately preceding three months.

Other instalment credit retailers

The credit sales of general mail order houses, which predominate in this group of traders, were 9 per cent higher in February than in the corresponding month of last year. While the business of mail order houses has continued to grow, the rate of monthly increase has been somewhat erratic, but the increase in February was not much different from that recorded in the fourth quarter of last year. Both other general stores and the non-durable goods departments of co-operative societies shared in the general improvement in instalment credit sales by retailers.

(*Continued on next page*)

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	89	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	148	742	105	248	1,018	+ 39
1967 September	155	707	100	247	979	+ 10
October	162	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
3 months ended November 1967	161	740	103	247	1,013	+ 44
3 months ended February 1968	130	758	111	249	1,035	+ 22
Percentage change	—19	—	+1·8	—	—	—

Table 2. Hire purchase and other credit instalment outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247										
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28										
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753										
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028										

Table 2a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028										
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191										
Grand Total	1966	1,174	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219										

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

The debt outstanding to this group of shops fell during February by £5 million, a movement similar to those experienced in recent years.

Seasonally adjusted series

Table 1 in this article introduces seasonally adjusted series of the instalment credit business of finance houses and durable goods shops. These series were compiled from the original series by a computer programme based on a variant of the UNIVAC Method II developed by J. Shiskin of the United States Bureau of the Census. This programme is that currently used for the seasonal adjustment of the monthly retail sales series and is fully described in the *Board of Trade Journal* of July 6, 1962.

This method of seasonal adjustment calculates moving seasonal adjustment factors thus taking into account any apparent shift in the seasonal pattern, over the years. Before applying the adjustment factors derived from the programme, however, the movement of the set of factors for each month over the years was examined, having particular regard to the apparent effect on them of non-seasonal factors. For example, changes in the hire-purchase restrictions and in changes in the demand for cars are liable to cause sharp movements in the new business of finance houses which may be reflected in the seasonal adjustment factors produced by the computer programme. Where these non-seasonal factors can be identified modifications have been made to the seasonal adjustment factors. These modifications to the factors have been largely confined to the series on the instalment credit extended by finance houses and affect some months in 1966 and 1967.

Seasonal adjustment factors have been calculated using the Shiskin programme, with modifications of some factors as described above, up to the end of 1967. For 1968 provisional factors are being used which take account of any trend present in the years up to 1967 to the extent of half the recent rate of movement.

The seasonally adjusted series are believed to give a reliable indication of changes free of regularly recurring factors which influence hire purchase business at particular times of the year. It is, however, to be emphasized that these series are still subject to random irregularities and accordingly changes between one month and another do not necessarily reflect changes in the underlying trend. For this reason it is more appropriate in interpretation to have regard to the run of figures over a period of months. The table shows a comparison of the last three months with the immediately preceding period of three months as a guide to changes in the underlying trend,

Table 3. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted†
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1964 1st Qtr.	*74	166	240	212	+28	+37
2nd Qtr.	69	204	273	218	+55	+34
3rd Qtr.	75	181	256	214	+42	+40
4th Qtr.	96	160	256	225	+31	+45
1965 1st Qtr.	71	185	256	232	+24	+32
2nd Qtr.	71	220	291	237	+54	+25
3rd Qtr.	73	176	249	239	+10	+11
4th Qtr.	91	146	237	244	— 7	+13
1966 1st Qtr.	63	182	245	256	—11	— 2
2nd Qtr.	58	200	258	251	+ 7	—23
3rd Qtr.	53	139	192	242	—50	—47
4th Qtr.	61	100	161	240	—79	—61
1967 1st Qtr.	47	135	182	240	—58	—52
2nd Qtr.	50	174	224	241	—17	—44
3rd Qtr.	57	199	256	246	+10	+12
4th Qtr.	81	181	262	242	+20	+39

(a) Durable goods shops and department stores; not including other instalment credit retailers.
* Fourteen weeks.
†Revised figures.

'SHOP WINDOW FOR EXPORTS' - A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	85	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc., goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments. (e) Comprises electricity and gas showrooms radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

(*Tables continued on next page*)

The UK computer market in 1967

CONSCIOUS OF THE NEED for better statistical information on the computer industry in this country, the Ministry of Technology has been conducting an inquiry into the United Kingdom market for computers and peripheral equipment since the beginning of 1966. The market is complex comprising British manufacturers, together with the manufacturing and selling subsidiaries of foreign companies, and there is a high proportion of exports.

Deliveries of computers and peripherals to the home market increased from £87 million in 1966 to over £97 million in 1967; of these totals £52 million and £68 million respectively were of British manufacture. At the same time export deliveries went up from £34 million in 1966 to over £38 million in 1967 and of these totals £32 million and nearly £37 million respectively were British-made.

The number of complete systems delivered to the home market was 1001 in 1966 and 1187 in 1967, while the export totals were 385 and 708 respectively.

The volume of orders on hand increased steadily up to the end of the third quarter of 1967. There was then a slight decline but the total value at the end of 1967 was £188 million in contrast with a total of £127 million at the end of 1966. The proportion of these orders destined for export was £31 million and £29 million respectively.

One aspect of the Ministry of Technology inquiry concerns the number of staff employed, and these are analysed according to their function.

At the end of 1966 the computer industry employed nearly 36,000 people. This had increased by the end of 1967 to just over 41,000 and of these less than half (17,000) were employed in manufacturing. The remainder were split between R and D (4,800), Sales (5,500) and Other (14,000).

Included in the last category are not only the administrative staff but also all those whose function it is to service and install computers in the field.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1967 Year	152	+ 16	137*	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+81
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	— 35	95	— 29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	— 37	112	— 30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	— 36	111	— 26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+50

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.
*Revised figure.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, March 29, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Times Minutes	Date of Registration	Registered in the name of	Maker's Name
			BRITISH		
Pathe Pictorial Series 690/702: *Pathe Pictorial No. 693*	Br/E 33093	8	March 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Look at Life Series 36: *Winter Blossoms*	Br/E 33094	10	March 25	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Stuck on Stamps	Br/E 33095	10	March 25	" "	Antony Barrier Productions Ltd.
The New Tradition	Br/E 33097	14	March 26	New Realm Pictures Ltd.	British Railways Board Films Service.
Mining Review No. 8 – 21st Year	Br/E 33098	11	March 26	Data Film Distributors Ltd.	National Coal Board.
Rotorua Symphony	Br/E 33100	10	March 28	Columbia Pictures Corp. Ltd.	New Zealand National Film Unit.
The Engineers	Br/E 33101	24	March 28	" "	Athos Film Productions Ltd.
The Sky-Bike	Br/E 33102	62	March 28	Children's Film Foundation Ltd.	Eyeline Films Ltd., for Children's Film Foundation Ltd.
Pathe News 68-25	Br/E 32917	7	March 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-26	Br/E 32918	7	March 29	" "	" "
Movietone News 2024	Br/E 32865	7	March 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2024A	Br/E 32866	8	March 29	" "	" "
			FOREIGN		
I, A Woman	F 33059	90	March 25	Compton Film Distributors Ltd.	Nordsk Film, Copenhagen and A.B. Europa Film Stockholm.
The Tramplers	F 33090	105	March 25	Planet Film Distributors Ltd.	Alvaro Marconi, Rome.
House of a Thousand Dolls	F 33091	97	March 25	" "	Towers of London Films Ltd.
The Happiest Millionaire	F 33092	(a) 141 (b) 144	March 25	Walt Disney Productions Ltd.	Walt Disney Productions.
Kill or be Killed	F 33096	92	March 26	Ranworth Film Services Ltd.	P.C.M. Produzioni Cinematografica, Rome.
In Cold Blood	F 33099	135	March 25	Columbia Pictures Corp. Ltd.	Paxe Enterprises Inc.
Coppelia	F 33103	95	March 29	Gala Film Distributors Ltd.	Coppelia S.A., Madrid and Coppelia Co. Ltd., New York.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended February 24, 1968:

Distributors' earnings submitted:		
High cost films	£547,358	
Low cost films:		
Eligible (after multiplying by 2½)	£21,152	
Not eligible for 2½ times rental	£1,603	
		£570,113
Films of less than 3,000 ft. (after multiplying by 2½)		£46,522
		£616,635
Levy collections paid to Agency by HM Customs and Excise to March 4, 1968, together with an estimate of collections approximately covering entertainments for four weeks ended February 24, 1968		£453,950

The fourth interim allocation for the eleventh distribution period will be at the rate of 58 per cent.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Activity at airports in the UK and Channel Islands during 1967

Detailed figures for December were published in last week's issue of the *Board of Trade Journal* (pages 1002-3).

Summary of activity at aerodromes in the United Kingdom and the Channel Islands Year 1967

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes:							
1963 Year	817,601	457,742	16,170,463	15,506,152	664,311	360,044·4	30,746·0
1964 Year	884,211	480,191	18,324,628	17,649,174	675,454	399,089·5	32,556·5
1965 Year	956,572	507,515	20,642,236	19,918,240	723,996	418,199·5	34,498·2
1966 Year	1,093,258	556,236	23,356,260	22,581,575	774,685	517,195·3	40,328·4
1967 Year	1,213,270	565,803	24,743,985	24,002,621	741,364	488,425·8	38,053·0
London area aerodromes:							
1963 Year	242,251	183,620	9,263,298	9,106,492	156,806	133,848·7	20,982·6
1964 Year	273,111	204,354	10,677,810	10,506,540	171,270	165,274·0	22,266·0
1965 Year	298,241	221,744	12,040,630	11,859,222	181,408	204,248·4	23,794·4
1966 Year	320,205	243,106	13,600,918	13,396,224	204,694	248,243·0	26,524·3
1967 Year	342,909	258,614	14,610,520	14,402,227	208,293	267,684·0	27,263·8
UK AERODROMES YEAR 1967							
London area:							
*London (Heathrow)	236,449	221,004	12,633,309	12,433,542	199,767	249,813·5	26,707·1
*London (Gatwick)	70,552	36,887	1,962,785	1,954,272	8,513	17,275·1	556·7
*Stansted	32,929	366	13,642	13,629	13	595·4	—
Westland Heliport, London	2,979	357	784	784	—	—	—
Other UK aerodromes:							
Aberdeen (Dyce)	19,127	3,803	120,167	103,674	16,493	441·8	113·3
*Belfast (Aldergrove)	27,087	23,287	985,265	982,755	2,510	20,413·4	2,659·8
Benbecula	1,614	1,190	30,442	14,085	16,357	130·9	32·9
*Birmingham	51,704	14,207	564,275	552,639	11,636	4,175·8	—
*Blackpool	48,932	6,750	181,033	175,972	5,061	713·3	2·0
*Bournemouth (Hurn)	32,257	1,018	20,594	20,099	495	185·4	0·3
*Bristol (Lulsgate)	34,815	9,412	189,918	134,375	55,543	1,788·3	—
Brough	13,780	1,169	19,970	18,395	1,575	25·6	0·1
*Cambridge	65,630	786	10,083	7,503	2,580	949·2	—
*Coventry	25,707	440	13,038	12,269	769	131·2	—
*East Midlands (Castle Donington)	26,090	6,717	180,436	178,687	1,749	2,061·0	2·2
*Edinburgh	61,913	11,539	613,657	600,208	13,449	2,362·2	1,240·2
*Glamorgan (Rhoose)	28,365	7,098	152,547	135,551	16,996	331·4	1·1
*Glasgow (Abbotsinch)	42,271	34,414	1,548,117	1,528,980	19,137	11,497·3	1,931·6
Hawarden	5,644	2,782	21,208	12,238	8,970	186·8	—
Inverness (Dalcross)	3,495	2,163	65,104	48,935	16,169	213·3	16·1
Islay (Port Ellen)	1,153	935	17,878	17,784	94	111·1	43·0
*Isle of Man (Ronaldsway) (3)	15,614	12,950	416,663	400,923	15,740	3,723·2	219·7
Kirkwall	3,072	2,626	66,157	61,604	4,553	487·5	170·1
*Leeds/Bradford	42,432	9,909	311,855	297,139	14,716	1,921·1	—
*Liverpool	40,112	17,639	476,822	450,430	26,392	14,521·1	889·4
*Luton	42,769	7,839	419,117	412,938	6,179	832·3	0·1
*Lydd	19,458	18,459	129,608	129,608	—	50,526·7	—
*Manchester	50,912	35,503	1,464,265	1,403,072	61,193	30,517·5	2,857·7
*Newcastle (Woolsington)	23,156	7,200	341,009	335,629	5,380	1,976·1	—
Penzance Heliport	4,140	2,972	57,286	57,286	—	130·0	18·2
*Portsmouth	8,189	1,723	47,645	47,645	—	3·3	—
*Prestwick	19,625	11,084	452,555	294,709	157,846	9,250·4	264·3
Scilly Isles (St. Mary's)	3,271	2,935	57,311	57,311	—	130·0	18·1
*Southampton	17,859	12,528	292,504	283,906	8,598	10,187·9	6·9
*Southend	35,355	27,360	683,283	683,283	—	49,904·9	—
Stornoway	2,425	1,092	36,690	34,355	2,335	154·9	68·3
Sumburgh	1,199	824	25,013	24,652	361	212·1	141·6
Swansea	21,121	967	10,433	9,532	901	53·0	—
*Tees-side (Middleton)	25,557	2,049	41,074	38,305	2,769	411·7	—
Tiree	1,273	1,192	6,564	4,221	2,343	11·0	4·2
Wick	3,238	2,628	63,879	29,697	34,182	69·1	88·0
Channel Islands aerodromes (4) 1967	..		50,274	1,616,558	1,505,504	111,054	16,876·0	..
1966	..		49,808	1,568,682	1,459,942	108,740	19,753·9	..
Alderney	..		2,887	28,869	28,856	13	116·3	..
Guernsey	..		16,936	449,098	388,603	60,495	5,588·5	..
Jersey	..		30,451	1,138,591	1,088,045	50,546	11,171·2	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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HMSO

Exhibitions and Fairs

British scientific instruments industry's success in Moscow

by Stanley Lodder, Moscow Press Officer, Scientific Instrument Manufacturers' Association of Great Britain, and Editor, 'Instrument Review'

ON MARCH 18 the largest exhibition of British scientific instruments ever held outside the United Kingdom opened in Moscow. It was organized by the Scientific Instruments Manufacturers' Association of Great Britain in collaboration with the Board of Trade. At the time talks under the provisions of the agreement signed by Mr. Anthony Wedgwood Benn, Minister of Technology, and Academician V. A. Kirillin, deputy chairman of the Council of Ministers of the USSR and chairman of the State Committee of the Council of Ministers of the USSR for Science and Technology, were in full swing. In fact, the first subjects on which agreements were reached were right in the area of interest of the exhibition, namely 'Standards' and 'Scientific instrumentation', the protocol of the latter being signed by Mr. W. H. Storey, president of SIMA, and Mr. K. B. Arutyunov, Deputy Minister for Instrument Building Automation and Control Systems, during the exhibition.

There is no doubt that, with the rapid expansion of the Soviet Union's economy which is taking place at the present time, and her activities in science and technology, she needs large quantities of sophisticated scientific instruments. And this means not only those for laboratory use but for industrial processes as well.

The full realization of these factors by Britain's scientific instruments industry was evidenced by the interest which they showed in this exhibition, leading to representation by twice as many companies as at the highly successful show in Moscow in 1965. Over 80, in all, reserved stands at the exhibition, which included for the first time a medical section.

Early this year over £1,000,000 worth of scientific instruments, packed in 31 containers gaily decorated with the Union Jack, left England for the Soviet Union. All arrangements went ahead smoothly apart from minor hitches, and the exhibition presented an impressive and forward-looking aspect on the opening day, with the Union Jack, USSR and SIMA flags fluttering side-by-side at the entrance, and the orderly, well-spaced rows of stands fronted by the exhibition motif 'SIMA MOCKBA 1968'.

The exhibition was declared open by Sir Geoffrey Harrison, HM Ambassador to the USSR. He pointed out in his speech that bilateral Anglo-Soviet trade was already at a high and increasing level and suggested that Great Britain and the USSR could well be described as 'good trading partners'. Mr. W. H. Storey, SIMA president, and Mr. Pitovranov, vice-president of the All-Union Chamber of Commerce, also spoke. Mr. Storey noted that this series of exhibitions, of which the current one was the fifth, had already led to considerable business in the scientific and industrial field and referred to the identity of purpose shown in the talks which he had just had in London with Professor Dr. V. V. Boitsov, President of the State Committee for Standardization, Measures and Measuring Instruments, and representatives from SIMA, BSI and the Ministry of Technology. Mr. Pitovranov, who was accompanied by the President of the All-Union Chamber of Commerce, Mr. M. V. Nesterov, said that SIMA had mounted four of the 19 exhibitions so far put on by Great Britain in the Soviet Union. The SIMA exhibitions had played an important part in trade between the two countries.

The exhibition itself represented well the range of equipment produced by the British scientific instruments industry. Its most advanced products were on show and covered such diverse fields as electron microscopy, gas chromatography, industrial process control, the sustaining of organ transplant cases and language teaching by laboratory methods. An important point is that all companies had sent senior commercial and technical representatives. This created a very good impression on the thousands of Soviet specialists who visited the exhibition and were able to get immediate and authoritative answers to their questions.

Some 50,000 visitors attended the exhibition, among them many leading people from Soviet science, technology and commerce such as Professor Dr. Boitsov mentioned earlier, Mr. K. N. Rudnev, Minister for Instrument Building, Means of Automation and Control Systems, and Mr. B. V. Petrovski. Exhibitors were generally very impressed with the calibre of the people coming to their stands. They reported much more contact with actual users of their equipment than had occurred at past exhibitions. In general, attendance at the exhibition was by invitation sent out by the Soviet authorities.

Mr. C. Tulleners (right) of Elliott Medical Automation explains the operation of his company's patient-monitoring equipment to Professor Dr. V. V. Boitsov (centre) while Mr. W. H. Storey, president of SIMA (left of centre), looks on during the exhibition of British scientific instruments in Moscow.

The Soviet press, radio and television, showed great interest in the exhibition. It was featured in *Pravda* on the day after it opened in an article headed 'From the banks of the Thames' and in programmes on radio and television. A film has been made by a Soviet information service covering as many stands as possible, and will be shown, with sound commentary, to experts who were unable to visit Sokolniki Park.

To complement the exhibition a programme of lectures by British experts, many of them world authorities in their particular field, was put on in an adjacent hall. Forty-five were delivered in all, and some lecturers flew specially from England for the purpose. A number of the lectures were given in Soviet establishments. For example, David Hendley, ICT computer expert, repeated his lecture at the Moscow computing centre in the Academy of Sciences.

Exhibitors are, on the whole, well pleased with the exhibition. They feel that the image of their industry has been well presented to the right audience. It is early to speak of total business, but, if the impressions gained by company representatives are correct, this will be very substantial indeed. During the exhibition W. G. Pye were able to announce the signing of the first contract, for a type 104 chromatograph costing £2,040; Muirhead followed this up by announcing the acceptance of their facsimile system, involving a total sum of £100,000, and Grubb Parsons have received an order for a milk analyzer and for a far-infra-red interferometer, totalling £10,000.

To sum up, the fifth exhibition of British scientific instruments in Moscow has aroused very great interest in the Soviet Union. A representative range of Great Britain's most advanced instruments has been shown to Soviet specialists, and substantial orders have already been placed by the USSR. The exhibition has helped to further Anglo-Soviet trade in this area and to bring closer together the two countries, particularly in the realm of technical collaboration.

British toys in New York again

A report from the British Consulate-General, New York

TWENTY-FIVE British toy manufacturers showed their wares to American buyers – and the final attendance count may well be 10,000 – in the second, and substantially bigger, joint venture between the British Toy Manufacturers Association and the Board of Trade at New York's 18th International Toy and Trade Fair from March 10-14. Last year, 15 companies took part, and it is a measure of the value of the joint venture scheme that 10 of them came back this year.

The Fair was again held in the New York Hilton Hotel and lived up to its international name. The largest of the national collective exhibits was the West German, with 45 firms. Italian, French, Spanish, Canadian, Polish and Soviet Union manufacturers also took part. Apart from the national exhibits, American exhibitors showed products from no less than 22 countries, including Britain.

The British toys were more sophisticated than ever before, with the trend towards realism and creativeness. Outstanding examples were the motorized hovercraft shown by Hatton & Bass and the Formula VI 3-h.p. racing cars by Barnard Racing Ltd., as well as Anthony Goldsmith's 'Spandek' building sets, and toy electrical household appliances by Cassidy Bros. The accent was 'mod' on Chad Valley's 'Mary Lou' tea-sets, and 'Horace' hippy dolls by Almar Dolls; and novelty was represented especially by Chapman Deekes' three-dimensional games, Eradyne Marketing's 'Sketcherprint' photographic kit, and Allan Industries' 'Fuzzy Felt' picture-making kits. Kiddicraft were back again with their toys for the formative ages, as were Anglocentrop with nursery and sports goods, Combex with squeeze toys, Deans Rag Books, D. Sebel's 'Mobo' toys, Fred Liebetruth and Cynat Products. Auto Models, Crescent Toy Co., W. R. Davies, Leco Toys, Lefray, W. Martin, Murray Sales, F. Levy and Yewtree Manufacturing Co. were also participating.

Exhibited independently outside the collective British display was the 'Ride-a-Roo' kangaroo jockey-ball for which the American market threatens to add its share to the world-wide avalanche of orders descending on Orbital Toys and Recreations Co. Lesney Products' famous 'Matchbox' series, which for so many years have been the backbone of British toy exports to the United States and now account for over 75 per cent of Britain's share of the market were again on show; Lines Bros. offered the 'Dinky' and 'Mini-Dinky' ranges, and Pelham puppets were also there.

Mr. A. G. R. Rouse, British Consul-General in New York, toured the British display; and most of the British exhibitors spoke of their considerable satisfaction with the venture both in terms of orders placed and agency inquiries generated. America's toy imports are running at some $100 million a year and the British industry's response to this year's joint venture is evidence of a creditable determination to expand its present share. Britain's toy exports to this market, at £4.2 million last year, have already grown sevenfold in the last 10 years.

A general view of the collective British exhibit at the 18th International Toy and Trade Fair, New York. Most of the British exhibitors spoke of their 'considerable satisfaction' in terms of orders placed and agency inquiries generated.

1,300 British firms exhibit overseas

– Lord Brown

ANNOUNCING that some 1,300 British firms will be exhibiting their products in 21 countries at 67 different trade fairs during the second quarter of this year, Lord Brown, Minister of State, Board of Trade, said:

'It is most encouraging to note that these figures represent the imaginative co-operation of 46 trade associations whose members are participating in 76 separate joint venture displays staged with Board of Trade financial support.

'Any firm, large or small, which is entering the export arena for the first time, seeking new markets or expanding in an established market, should follow this excellent example and take advantage of the facilities offered by our joint venture scheme.'

At the end of April, the strongest ever British contingent, including seven joint venture displays, will be at the Hanover Fair and, at the same time, the International Air Show also being held in Hanover will include exhibits from 100 British aerospace firms, 60 of whom will be participating in a joint venture organized by the Society of British Aerospace Companies.

One of the most important trade promotions in the next three months is the British Trade Drive in Denmark, which includes three specialized exhibitions where products of over 150 United Kingdom firms will be on view.

Among the many specialized exhibitions during this period where other joint ventures are being arranged are the Tool Exposition in Philadelphia, The International Chemical Exhibition in Paris, The International Bakery Exhibition in Stuttgart, The 2nd International Shipping Exhibition in Oslo, The International Foundry Trade Fair in Düsseldorf and the British Medical Exhibition in Madrid. In addition, the Board of Trade is organizing British Pavilions at international trade fairs in Budapest, Tel Aviv and Poznan as well as the Municipal Services and Domestic Equipment Exhibition in Moscow.

The experience of many exhibitors confirms that participation in an overseas trade fair has often been the beginning of a successful export business, and assistance under the Board of Trade's joint venture scheme has enabled many firms to make this start. Now that the limitation has been abolished on the number of times an individual firm may participate in a joint venture, further assistance is available to manufacturers to help them make frequent appearances at overseas trade fairs to sustain and expand their success in the world's markets.

On the Board of Trade stand at the opening of the 8th Engineering Exhibition of the Yorkshire Region of the Engineering Industries Association held at the Queens Hall, Leeds, HRH The Duke of Edinburgh talks with Mr. M. Barrett (back to the camera) and Mr. F. Arrowsmith, export officers of the Board of Trade, Leeds. In the foreground is Mr. Denys Edmonds, chairman of the Yorkshire Region of the Engineering Industries Association.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Prime Minister opens Electrical Engineers Exhibition

'THERE is and there always will be an important contribution to be made by the smaller specialist and innovating firms which are often found in the forefront of technological advance'.

This was said by the Prime Minister Mr. Harold Wilson on March 27 when he opened the XIVth International Electrical Engineers Exhibition at Earls Court, London. The exhibition closed on April 3.

Mr. Wilson added: 'We know how much they have contributed in post war years to this industry in particular.' Mr. Wilson in his opening speech spoke of the International character of the exhibition, and went on: 'We in Britain recognize the great importance of international competition as a stimulus to achieving advances in design production and marketing. Industry the world over is going through a period of rapid change and development.

'The pace of technological discovery calls for a re-adjustment in the structure of industry into larger units. Benefits of scale and the concentration of resources are the means of increasing efficiency, of reducing unit costs and of helping to ensure that the resources for new capital investment on a large scale are forthcoming.

'We have seen striking examples of this trend recently in Britain, including examples which fall within, or are closely related to, the industries represented at this exhibition. Indeed, one of the objectives which we as a Government have set ourselves is the promotion and encouragement of the necessary changes in the structure of British industry'.

Mr. Wilson went on: 'The British electrical and allied industries have made a notable contribution to our export effort. Our overseas guests will, I hope, forgive me—not only forgive me but support me because their presence here today reflects their interest in seeing international trade develop on the basis of the best products that are available—if I express satisfaction about the fact that Britain exported in 1967 some £430 million worth of electrical and allied engineering products. This contributed over 8 per cent of our total exports. I understand that in 1968 the industry has set itself the objective of surpassing the £500 million mark for exports and I should like to take this opportunity in wishing them success in achieving this target.

'An excellent start has been made and I know that there are encouraging new orders including one notable one for an 1100 MW turbo-generator, which is the largest yet ordered from a British manufacturer. Devaluation gives the industries represented here an important opportunity of competing even more effectively on price, in seeking to develop new markets and in after-sales service. In some of these respects we still have something to learn from our competitors and I hope that we shall not be slow to do so.

'But as well as being a major exporter, we import large quantities of electrical goods. In 1967 imports were, including freight and insurance, valued at some £267 million or rather more than half of the value of our exports in the same year on a comparable basis of valuation. Moreover, the gap between the value of our imports and of our exports has been narrowing in recent years. In 1960 imports represented little more than a fifth of the value of exports compared, as I have said, with rather over a half last year. I am sure your guests from other countries will understand when I say that we are concerned about this trend and want to see British industry competing more effectively in our own home market with products from overseas.

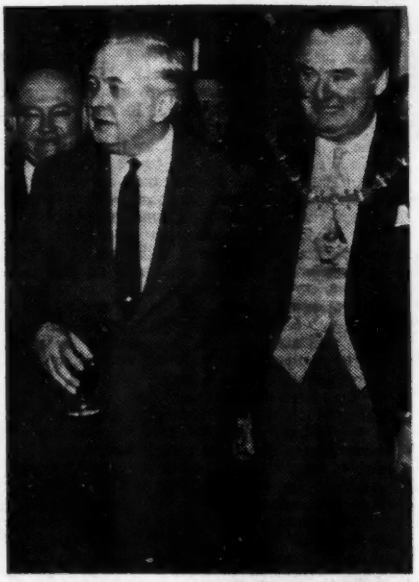
'This is not to say that we shall not continue to be a major importer. As industry becomes more specialized, it is understandable that we shall find ourselves importing some types of specialized products of the electrical and allied industry as well as other industries. At the same time, we shall expect to find other countries depending on us for some types of specialized equipment where we are in the forefront of design and production. It is this inexorable trend towards increasing size and complexity in technologically placed industries—and with increasing size and complexity goes of course increased costs particularly of research and development—it is this that has laid behind the proposals that I have put forward for a European technological community. I have made it clear that this is not a substitute for an enlargement of the European Economic Community.

'It is the basis for moving forward towards achieving the advantages of thinking and planning on a European scale considering the future development of industry in Europe. It emphasizes the need for cross-fertilization of technological know-how and for international collaboration generally which is imperative now and will become increasingly so in the years ahead.

'I should mention one obvious area for such collaboration where our industry, through the British Electrical and Allied Manufacturers Association, has already been active. This is the harmonization of international standards and specifications in which present differences in national practices remain an important impediment to world trade. BEAMA has played a leading role in advancing international agreement on standards and certification arrangements, collaborating particularly with your sister industries in Western Europe through the Organisme De Liaison Des Industries Metalliques Européennes—otherwise ORGALIME. Here, in the United Kingdom, the conversion to the metric system is an important aspect of the process of facilitating the free movement of goods between countries. No doubt, every manufacturer is now planning for this major change which will have far-reaching repercussions through British industry. The removal of such artificial barriers in trade provides the basis for increasing the flow of goods between countries. This exhibition affords the opportunity for buyers from here at home and from all over the world to compare the products of British industry with those of other countries. In this way exhibitions of this type are an important means of promoting trade on the basis of a rational judgment of the qualities of different competing products.'

Speaking at a luncheon before the opening of the exhibition, Mr. R. M. Fairfield, president of the British Electrical and Allied Manufacturers' Association Ltd., said that British and Overseas manufacturers had on show over £10 million worth of their goods – probably the most comprehensive range of electrical goods ever exhibited at any one time before. These represented the latest designs of electrical products and he hoped that buyers not only from the United Kingdom but from all parts of the world would entrust these firms who were exhibiting with very large orders indeed and make this exhibition the great success it richly deserved and further entrench its position as the foremost international shop window for electrical goods of all types.

Mr. Fairfield said 'BEAMA Members occupy about three quarters of the floor space of this exhibition. Our rate of technical progress has been very striking in many sectors of the industry. For example, in a comparatively few years the size of generating sets has climbed from 60mW to 660mW and above and an outstanding recent achievement was the award to a British manufacturer of a contract from the United States for 1,100 mW units which are among the largest in the world. Our manufacturers are already building 800mW turbine generators for the United States, 540 mW sets for Canada and 500 mW sets for Australia. Another area in which technology is advancing rapidly is the whole field of industrial electronic and electrical control and automation equipment such as is on show here today. We are hopeful of an increase of at least 15 per cent or 20 per cent in orders for control systems and equipment in 1968.'



Mr. Harold Wilson, the Prime Minister, opened the Electrical Engineers XIVth International Exhibition at Earls Court, London, on March 27. He is seen here with Mr. G. H. Parker, the exhibition's chairman.

He said that the total output of the British electrical and allied manufacturing industry had a sales value of £2,420 million per annum and direct exports amounted to £430 million per annum and were increasing at the rate of about 6 per cent a year.

A new plan to boost exports which, it is claimed, would increase Britain's exports by £100 million a year was announced at the exhibition on April 1.

The originator of the plan is Mr. J. H. Bowden, director of a firm which acts as manufacturers' agent in the electricity supply industry.

The plan calls for the setting up of a network of overseas sales teams, each team representing 20 manufacturers in a particular industry. These manufacturers would represent a full cross-section of the equipment required by that industry.

Mr. Bowden says that the cost to each manufacturer would be about £2,000 a year. 'Companies should be allowed to pay three-quarters of this sum and deduct it from the money that they would pay in Corporation tax. The balance of £500 they would have to find from their own funds.'

Hotel accommodation in Stockholm

BUSINESSMEN visiting Sweden are reminded that hotel reservations should be made well in advance. It is extremely difficult to obtain accommodation at short notice, especially in the summer months. Hotel accommodation in Stockholm and Gothenburg is limited. Bookings should be made through a competent travel agent; it is not possible for the British Embassy at Stockholm to arrange hotel bookings.

Businessmen planning to visit Stockholm during British Week (September 27 to October 5) are reminded that Travel Consortium Ltd., 117/119 Regent Street, London, W.1 (Tel. 01-734 2673) have been appointed the official agents and are co-ordinating hotel bookings.

It should also be noted that Sapphire International Touring Ltd., 28 Crawford Street, London, W.1 (Tel. 01-262 3136) in conjunction with the British-Swedish Chamber of Commerce are offering a package tour to Stockholm during the period of British Week.

A British TIM for Sweden

EVERYONE who phones up to check the time by the speaking clock in Stockholm during the British Week (September 27-October 5) will be making use of precision machinery manufactured in Britain.

The clock, bought by the Swedish Directorate of Telecommunications, went into service on March 20 and replaces a Swedish machine which has been in use for many years. The new clock, which is recorded in Swedish, is expected to function non-stop for the next 20 years and will be heard by millions of people on the telephone and radio network.

The Swedish clock is very similar to those operated by the GPO in London and Liverpool for the British 'TIM' service. It was manufactured by a small engineering company – Roberts and Armstrong (Engineers) Ltd., of North Wembley – who undertook construction in conjunction with the Synchronome Company Ltd. of Wiltshire. Roberts and Armstrong Ltd. will deliver a similar model to Denmark later in the year.

The firm only employs 70 people and has gained all three orders, worth £30,000 each, within the last 18 months.

How seriously are Sweden's major store groups taking the British Week to be held in Stockholm from September 27 to October 5 this year? This picture provides the answer: very seriously indeed! Taken recently in the central buying department of the Ahlén & Holm store chain it shows buyers and managers from the various branches making their autumn selection from manufacturers' samples of children's wear. Without direct prompting from the British Week Office, the central buying organization carefully marked all samples from Britain with Union Jack tickets and a reminder to individual buyers and managers that they should take account of British Week when putting in their orders. Similar treatment is expected to be given to British goods in the many other categories handled by this large and progressive company.

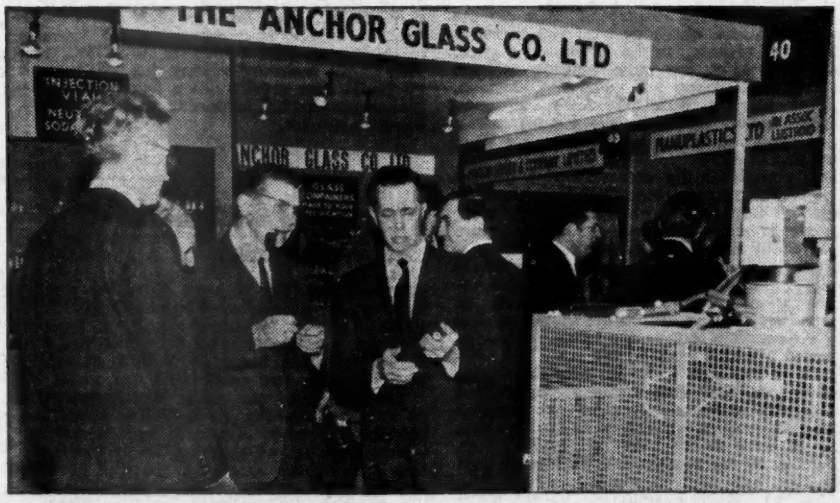
British Weeks discussed at seminar on Sweden

'A BRITISH WEEK is not a magic carpet. You must back it up – it is only part of the marketing plan,' said Mr. R. P. Wilson, of Radiation International, at an Institute of Practitioners in Advertising seminar held in London on March 28. Mr. Wilson was taking part in an Export Council for Europe session during which two leading advertisers explained how they used a British Week for export marketing. The seminar, 'Getting into Sweden', was under the chairmanship of Mr. John Hobson, chairman of Hobson Bates & Partners Ltd.

Delegates agreed that the 'Beefeater, bands and buses' image projected during British Weeks had the desired effect. Said Mr. Hobson: 'Christmas is hackneyed in this country – but it is still a major promotion time.'

Speakers included C. K. Squires (international and marketing research consultant) 'The marketing scene in Sweden'; Ernest Falkirk (Lockey, Norman Craig and Kummel, Copenhagen) 'Creative Advertising in Sweden'; B. Hjartsjo (Findus) 'Merchandising in Sweden'; David Crouch, MP, 'Success in Sweden'; a case history of the launch of Terylene on the Swedish market by ICI.

The seminar was attended by about 60 delegates.



Sir Keith Joseph, MP, opened Interphex 68 – the new exhibition of packaging, processing and handling for manufacturers of pharmaceuticals, toiletries, cosmetics and allied products – at the Royal Horticultural Society's New Hall, London, on March 12. Picture shows, left to right, Mr. B. L. Monteith, Chesebrough-Ponds Ltd.; Mr. H. A. Atkins, technical director, Beecham Toiletry Division and Sir Keith Joseph. A total of 6,175 visitors, about a third of whom came from overseas, visited Interphex during the three days it was open. Many of these overseas visitors took part in tours of some of Britain's most modern factories, including Beecham, Glaxo Laboratories and Nicholas Products.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

The efficiency of an Aladdin heater is demonstrated to the British Ambassador, Sir Patrick Reilly (centre with glasses), during his visit to British firms' stands at the Paris Home Making Exhibition. To his right is Lady Reilly. A report appears on page 1095.

Mr. Alan Shipley (centre), chairman of Adcock & Shipley, showing one of his company's horizontal millers to Mr. Andrew Franklin, HM Consul-General, and Mr. G. L. Scullard, Commercial Consul, at WESTEC, Los Angeles. British exhibitors at WESTEC gained immediate results in the form of sales and orders amounting to at least £300,000.

'First-class opportunities' for machine tools at WESTEC

A report from the British Consulate-General, Los Angeles

THE WESTERN Metal and Tool Exposition has, since its first appearance in 1964, established itself as a major machine tool event in the United States. The 1968 show was held from March 11 to 15 at the Great Western Exhibiton Centre, Los Angeles. Following last year's highly successful first British joint venture, the Machine Tool Trades Association organized a display with Board of Trade assistance, by 18 British firms at this year's show. The machines exhibited were well chosen having regard to the predominance of the aero-space industry on the West Coast, and the association's claim made in their brochure that 'these guys know most of the answers' turned out to be a piece of typical British understatement.

On the well designed and eye-catching stand put up by the Associated British Machine Tool Makers Ltd., the biggest British machine on view, a Jameson 3-axis numerically controlled borer, was demonstrated; Butler showed their PR8 precision tool room slotter and and Butterworth a model 3 in. LD automatic screw machine. The Churchill Machine Tool Company with an NB horizontal spindle surface grinder and Elgar with a large Elgamill CS.10 universal milling and boring machine also exhibited, while H. W. Ward showed two machines, a No. 3 AutoWard plug programmed ram type turret lathe and a 7D Prelector. Last, but by no means least, in the ABMTM display was 'Freddy', a Delapena machine tool sump cleaner, which demonstrated its versatile capabilities on machines in use on the British and other stands at the show to such effect that 25 of the machines were sold.

Adcock & Shipley Ltd. displayed a range of four horizontal milling machines, while Balding Engineering maintained their high reputation in the area with their four Beaver milling machines (one of which was shown with Colemaster tape control). The Elliott Machine Tool Co. Ltd. had a successful show with a hydraulic surface grinder and a turret milling machine, while their Press and Sheer Division showed a Russell Dualform and a large Elga Hydrashear. Fine-Blanking Ltd. exhibited their latest model of a 180 ton press; Jones and Shipman demonstrated toolroom surface grinding machines and cylindrical grinders; Charles Wickstead showed two hydramatic saws, while Wadkin Ltd. attracted a great deal of attention with their Wadkin/Morfax Routertrace fitted with optical line following equipment. Finally, James Neill & Co. (Sheffield) Ltd. put on a typically effective display of their Eclipse magnetic chucks, obtaining over 140 inquiries from the visitors, while Richard Garrett exhibited a 1½ in. cap radial drilling machine as well as a facing and centering machine. Richard Garrett were the only company actively seeking agents in the United States, and are now negotiating with prospective West Coast distributors.

This completed the comprehensive display on the joint venture stand, but Hey Machine Tools and Churchill-Froriep displayed at their own stands and other British machines were displayed by their local distributors.

This notable effort brought immediate results in the form of sales and orders amounting to at least £300,000. The total number of serious inquiries received at the show exceeded 600. This merely reflects the rising interest in imported machine tools in the area. The 1966 imports of machine tools and accessories into the Southern California Customs area showed a staggering 50 per cent increase over the 1965 figure and reached a total of $1,870,000; and there is little doubt that the 1967 figures, stimulated by the first British joint venture in WESTEC, will show a similar pattern. The steadily (not to say dramatically) expanding economy of Southern California and the concentration in this area of a vast aero-space industry combine to provide opportunities for the British exporter which can hardly be overstated. To quote from a report issued by the Economic Intelligence Unit of Barclays Bank: 'Goods imported through Californian ports last year (1966) were valued at $2,278 million, 16 per cent more than in 1965. British exports form about 5 per cent of this total. The main items sold by British exporters are motor vehicles, motor cycles, whisky and machinery, but there are excellent openings for the sale of British scientific instruments, agricultural equipment, industrial components, machine tools and consumer goods.'

The whole of the available space at WESTEC for 1969 was booked before the 1968 show ended. The sponsors are planning to make substantial additional space available as demand for space at this show far exceeds supply. All the great names in the domestic machine tool field exhibit at WESTEC, and with 25,803 registered visitors this year there is no doubt that it provides a first-class opportunity for British exporters to exploit this lucrative market.

Flying trip to Lille for British exporters

A ONE-DAY selling trip to Lille by charter flight on April 22 is being organized by BNEC Export Council for Europe and the London Chamber of Commerce as a kind of 'samples shows' for this autumn's British Shopping Week in Lille (see page 1098).

The flying trip will enable British exporters to set up a one-day display in a hotel. The British Consulate General are contacting agents, buyers, and retailers, so as to ensure that the visitors meet the greatest possible number of potential customers during the day.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Paris home making exhibition 'An excellent shop window'

A report from the British Embassy, Paris

THE 37th Salon International des Arts Ménagers opened its doors at the Centre National des Industries Techniques at Puteaux, just on the northern outskirts of Paris, on March 2. Devoted to professional visitors for the first three days, it was then open to the public until its closure on March 17.

This exhibition is very similar to the Ideal Homes Exhibition at Olympia. The goods on show fell into 400 product categories, covering every conceivable type and variation of equipment for the home. This year the most numerous exhibits were gas cookers and washing machines (shown by 62 exhibitors), sanitary equipment (58 exhibitors), refrigerators and oil stoves (56) and kitchen installations (53). Dish washing machines, electric radiators, central heating by boiler and gas radiators were also to be found in many varieties.

1,350 exhibitors displayed their products over a surface of more than 80,000 square metres. This is a decrease on the 1,800 which took part in 1966. Three hundred and thirteen of them were foreign firms from 24 countries, with West Germany leading with 92 participants. Italy followed with 81, the United Kingdom with 21, Holland with 19, Belgium and the United States with 18 and Sweden and Switzerland with 16 each.

Some of the British firms were taking part in a joint venture with the financial assistance of the Board of Trade. Products on the British stands included oil and electric heating apparatus, as well as cooking equipment, ceramic sanitary fittings, tiles and door chimes. When visited by the British Ambassador Sir Patrick Reilly, and Lady Reilly one afternoon the British firms expressed satisfaction with their participation in the exhibition.

In general, though, manufacturers do not expect to take substantial orders at this exhibition. They consider it to be more a shop window for their goods rather than a point of sale. That the exhibition is an excellent 'shop window' there is no doubt for, even though attendance has declined in recent years (1965 – 1,300,000; 1966 – 1,200,000; 1967 – 1,000,000), the million expected this year still spells massive publicity. This is so important that no French manufacturer can afford to be absent even if he realizes little business – certainly not in this day of mergers, take-overs, market saturation and strong foreign competition, particularly German and Italian.

The decrease in public attendance at this exhibition appears to have three main causes, namely: 1967's consumer goods' stagnation sales are now making only slow progress on the road back to normal; today's households are much better equipped than at the beginning of the sixties; and there is nowadays (and the housewife knows it) little new to be seen in such exhibitions. Nevertheless, the Salon International des Arts Ménagers remains a very valuable medium for the promotion of the sale of everything that equips a home.

Flying fashion salon for Europe

CALEDONIAN AIRWAYS' Boeing 707 'Bonnie Scotland' will take off from Gatwick Airport on May 2 on an ambitious tour of five European cities showing British men's wear and fashions.

The idea came from Mr. John Packer, 32-year-old managing director of Reid and Taylor Ltd., Langholm, Scotland, manufacturers of what are said to be the world's most expensive twist suitings. After persuading Norman Hartnell to design a range of suits for his firm's new collection of cloth (the colours are based on those found in a collection of 3,000 years old Chinese bronzes), Mr. Packer wanted to show both cloth and suits to as many customers as possible and chose this flying tour of Europe.

While the collection is getting its first showing in London on May 1, the interior of the aircraft will be transformed into a fashion salon, complete with the traditional walkway. When it touches down at Brussels, Milan and Dusseldorf (May 2) and Munich and Copenhagen (May 3) it will be boarded by leading personalities in European men's wear and in fashion journalism, some of whom will be flown to the chosen centres from other countries.

A number of other firms are involved in this male fashion show – James Scott and Sons of Langholm, producers of cloth for sportswear, and Johnston's of Elgin, one of the leading producers of vicuna overcoatings; Crockett and Jones are providing shoes and the shirts will be by Turnbull and Asser.

Tyne Brand Products, exhibiting for the first time at the Lyons International Trade Fair, reported record business when Councillor Arthur Grey (centre), leader of the Council of Newcastle-upon-Tyne, visited their stand on 'British Day' (March 27). Mr. W. Burton-Taylor (second from right) said: 'Our tinned pies are going like wildfire!' Councillor Grey, accompanied by Mr. E. T. Dickson (right) visited the fair to further a project of presenting 'Newcastle, her industries and craft' at the 1969 exhibition. 60 British firms exhibited their products at Lyons with Board of Trade Assistance.

British firms strengthen their position at Verona fair

A report from the British Consulate-General, Milan

THIRTEEN British firms took part directly, and many of Britain's breed associations also attended, this year's 70th Verona Agricultural Fair, one of the leading fairs of its kind in Europe. Once again, the fine weather did not let exhibitors down, and the COI-designed pavilion showed up to its best advantage. Its special feature this year was the bridge thrown over one of the main passageways inside the fair, with 'Gran Bretagna' boldly printed across it. Aesthetically speaking, the British pavilion was one of the most impressive in a fair that included 13 other foreign pavilions and many of the largest agricultural machinery manufacturers in Italy and Europe.

The British Agricultural Export Council, who sponsored this year's British joint venture with Board of Trade assistance, have not yet totted up all the inquiries they received, but already it is clear that interest in the British exhibits was much higher than last year. Despite the foot-and-mouth complications which prevent Britain exporting livestock to Italy at the present moment, potential orders for several hundreds of both Aberdeen Angus and Galloway cattle have been received, with interest also shown in sheep and pigs; the lack of interest in dairy cattle probably reflects the Italian farmers' current unhappiness over low Common Market milk prices. Another firm took orders for tens of thousands of poultry.

On the equipment side, there were many inquiries for tractors, veterinary material, animals' drugs, potato harvesting machinery, milk powder machinery and horticultural and soil sterilization aids. There is hardly a single aspect of Italian agriculture where the need to catch up with other European countries is not felt; a country which now imports, for instance, more meat per head than any other in the world, needs desperately to cut down its rising import bill. Now that Verona is over, the BAEC are taking a look at the Foggia Fair, the leading agricultural fair for Southern Italy, where conditions are very different from those in the North. There will be a pilot British information stand with small exhibits of equipment and livestock at this fair, which begins at the end of April.

One has to admit that part of the popularity of the British pavilion this year was due to the Scotch Whisky Association's mobile caravan, which is on what is describes as a tour of the 'farmers and fishermen of Europe', and is going on from Verona to Bologna and then to Esbjerg. The Association's whisky party on British Day at the fair marked the end of a crowded day which had seen the British Ambassador in Italy, Sir Evelyn Shuckburgh, tour the fairground and then attend a cocktail party in the British pavilion given by the British Chamber of Commerce for Italy and subsequently a lunch offered by the fair authorities. The British pavilion was also visited by On. Moro, the Italian Prime Minister, On. Restivo, the Italian Minister of Agriculture, as well as the Dutch and Luxembourg Ministers of Agriculture.

Good advance publicity for our contingent at Verona undoubtedly accounted for some of the British success. The local newspapers and leading trade magazines all carried articles on British agriculture, some specifically on the products to be exhibited. The need now is to follow up the inquiries received, and this can only be done by returning to Italy before the next fair and seeking out the potential Italian buyers and agents at their own headquarters. With overall United Kingdom exports in the agricultural field running at only £2 to £3 million, there is plenty of scope for good business.

Devaluation boosts UK car sales at Geneva show

A report from the British Consulate-General, Geneva

THE EMPHASIS at the 38th Geneva International Motor Exhibition (March 14 to 24) this year was on heavy commercial vehicles although, as usual, the private car section attracted most public interest.

United Kingdom exhibitors in the commercial section included Austin, Landrover, Leyland, Bedford, Vauxhall and Seddon – the latter a newcomer to Switzerland in the diesel vehicle range who were featured on the stand of Garage Honegger, the Swiss agent. Honegger reported encouraging interest for Seddon's first year on the Swiss market.

The Exhibition opened on March 14 in the traditional manner with a ceremonial lunch followed by a tour of the stands by Monsieur W. Spühler, the President of the Swiss Confederation. On the same day HE the British Ambassador in Berne accompanied by the British Consul-General in Geneva visited all United Kingdom exhibitors in the commercial and private vehicles sections.

The evening before the opening, at the reception given for the press, 84 international manufacturers of vehicles meeting under the auspices of the Bureau Permanent International d'Automobiles issued a statement welcoming the efforts being undertaken by different governments to revise regulations in the field of vehicle and road safety. The statement asked that the recommendations of Working Party 29 of the United Nations Economics Commission in Europe should serve as the only international basis for all new national safety regulations. This preoccupation with vehicle safety was one of the noticeable features of this year's exhibition at Geneva, with prominence being given to interior design, upholstery of dashboards and doors and elimination of protruding objects. One of the less attractive features of the exhibition was perhaps the coining of the word 'securityization' to describe this development.

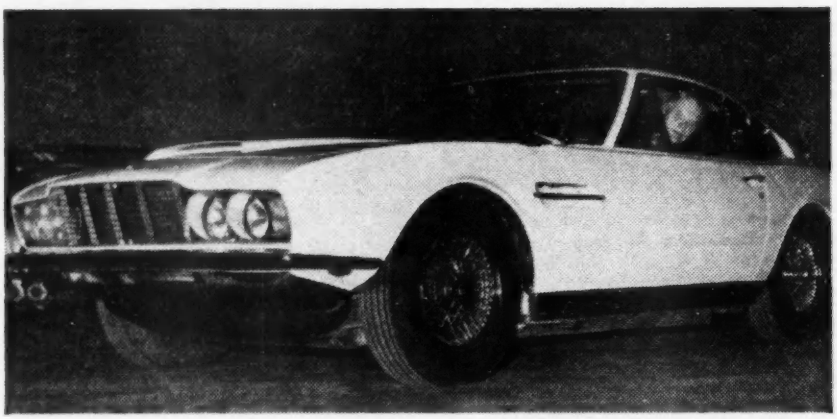
Altogether 526,763 people visited the exhibition, and United Kingdom participation was, as usual, very noticeable. There were 130 United Kingdom exhibitors including 20 private vehicle manufacturers, nine manufacturers of heavy vehicles and contractors' machinery, and 94 makers of accessories and spare parts.

Right from the first day of the exhibition it was obvious that devaluation had provided a tremendous boost for the increase of sales for United Kingdom car manufacturers. All Swiss dealers reported heavy and firm orders and Rootes, BMC, Ford, Rover and Triumph dealers were all forecasting sales increases for 1968 of from 40 per cent to 60 per cent over 1967.

It seems that this demand is true for the whole of Europe, and a spokesman for Rootes spoke optimistically about doubling sales to Europe in 1968. Dealers were, however, complaining of a backlog in deliveries from all United Kingdom manufacturers except certain sports cars, and they were generally forecasting that if these delays continued beyond late May or June, some of this increased business would be lost due to cancelled orders. All manufacturers were aware of this problem, and consultations between dealers and manufacturers' representatives were going on at the show to solve the problem.

In the sports car section, where the United Kingdom was represented on a Board of Trade joint venture stand by Marcos Cars Ltd. and the Reliant Motor Car Co. Ltd., the same encouraging story of inquiries and sales was repeated. Lotus Cars, Aston Martin and Bond reported similar interest.

It looks as though 1968 will be a good sales year for British vehicle manufacturers, if they can meet the demand.



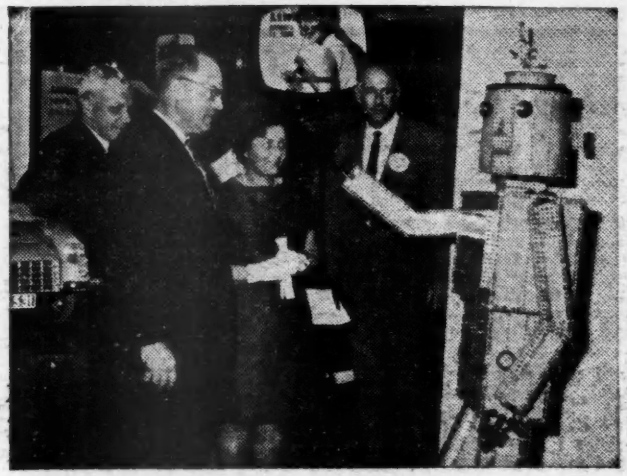
Photographed at the wheel of the newest Aston Martin, the first off the production line of the series 'DBS' which has been designed to meet all the new United States Federal safety requirements, is Sir Patrick Dean, the British Ambassador. Sir Patrick was visiting the offices and warehouse of Aston Martin Lagonda Inc., at King of Prussia, Pennsylvania, during a recent visit to Philadelphia. The car made its official debut on March 29 at the New York Motor Show.

HE the British Ambassador, Sir Thomas Brimelow (left) welcomes Mr. F. Modrzewski, Polish Vice-Minister of Foreign Trade, to the British Consumer Goods Exhibition, Warsaw. Orders taken at the exhibition amount to £300,000 with the prospect of further orders worth £500,000 to come. A report appeared in last week's issue of the Journal.

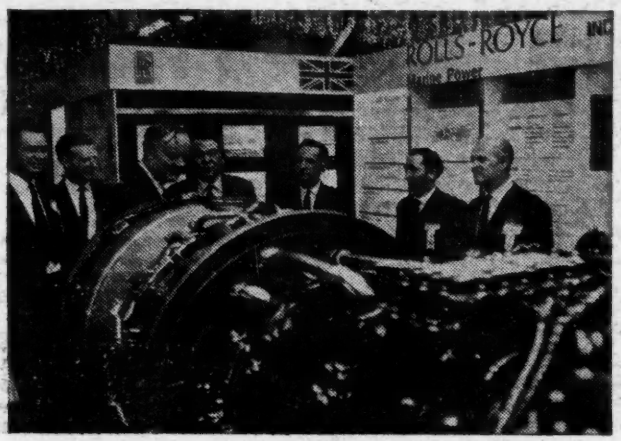
VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.



An ingenious Meccano robot on the stand of the British firm's distributors, Toy Traders Pty. Ltd., Sydney, amuses the Hon. E. A. Willis (second from left), Minister for Labour and Industry, Chief Secretary and Minister for Tourism in the New South Wales State Government, at the third Sydney International Toy Trade Fair. Also watching are Mrs. Willis, Mr. W. N. R. Maxwell (extreme left), Counsellor (Commercial), British High Commission, Sydney office, and Mr. D. G. Leeman, chairman of the Toy Fair Organizing Committee.



Mr. Arthur Fletcher (centre), a director of Rolls-Royce, shows HM Ambassador in Washington, Sir Patrick Dean (third from left), a model of the Marine Proteus at the ASME Gas Turbine Show. Picture also shows Mr. Harold Bradshaw, secretary, Gas Turbine Division, BEAMA (left), and Rolls-Royce officials.

Toys on show at Sydney

A report from the British High Commission, Sydney

'BRITISH TOYS – Safe and Sound' was the motto which dominated the Third International Toy Trade Fair, organized by the Australian British Trade Association, and held in the Chevron Hotel, Sydney, from March 17-21. The products of over 200 manufacturers from 16 countries occupied a total area of 17,000 sq. ft. in the hotel ballroom and in three floors of bedrooms. The 1968 Fair was half as big again as that held in 1967.

Exports of toys from Britain to Australia in 1967 were valued at almost £1.5 million, and these represented about one-third of total toy imports into Australia. Retail sales of toys in Australia are rising steadily and the importance that Britain attaches to the Australian toy market was evidenced by the fact that the products of 62 British manufacturers were displayed on the stands of their Australian distributors. Of these, 38 manufacturers combined with the British Toy Manufacturers Association and the Board of Trade in a joint venture operation.

All British exhibitors reported considerable interest in their products. The Fair was entirely a trade show to which the public was not admitted, so the attendance figure of 2,200, about 1,000 higher than 1967, was excellent. Many of the toys exhibited by British firms reflected a growing sophistication and a high degree of educational value. Particularly noteworthy in this respect were the 'Future Scientist' kits of John Waddington Ltd., London, covering the fields of basic chemistry, electro-magnetism, magnetism, food chemistry and thermal energy. Motor and train sets have been added to the vast range of interlocking building block systems of British Lego Ltd., Wrexham, whose magnificent display incorporated a 'City of the Future' made entirely from Lego blocks. Lesney Products & Co. Ltd. released about 25 new models in their famous 'Matchbox' series at the Toy Fair, whilst the well-known 'Corgi' and 'Dinky' models were also much in evidence. An unusual British exhibitor was Berec International Ltd., London, who made a determined drive on the Australian market with dry cell batteries and power packs. Several substantial orders were secured by this company and some new distributors appointed.

Most British products attracted considerable attention in the press and on radio and television. A particularly valuable bonus from the publicity point of view was the presentation by the British Toy Manufacturers Association of $400 worth of toys to a Sydney day nursery catering for children of needy families. This was given wide coverage.

Among important visitors to the Fair was the Hon. E. A. Willis, Minister for Labour and Industry, Chief Secretary and Minister for Tourism in the New South Wales State Government, who officially opened the Fair at the inaugural dinner. The British High Commissioner, Sir Charles Johnston, and Lady Johnston attended the dinner and spent a morning examining the British exhibits. Mr. Ralph Ehrmann, chairman of Airfix Products Ltd., London, represented the British Toy Manufacturers Association at the Fair, and several other British businessmen flew out specially for the event. They must have been well satisfied with their efforts.

British gas turbine industry shows in Washington

A report from the British Embassy, Washington

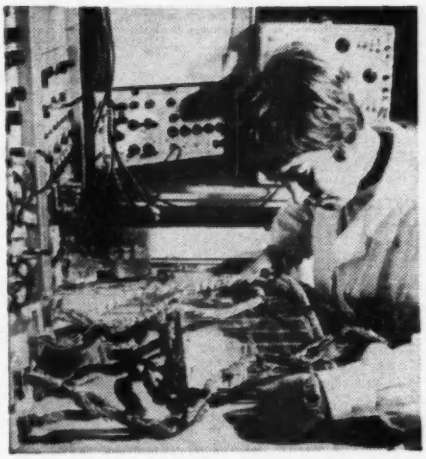
FOURTEEN firms from the British gas turbine and components industry combined in a massive diplay of equipment at the 13th annual International Gas Turbine Conference and Products Show sponsored by the American Society of Mechanical Engineers at the Shoreham Hotel, Washington, D.C. from March 17-21. Exhibiting for the first time in a joint venture between the Board of Trade and the British Electrical and Allied Manufacturers' Association, the British firms occupied one-sixth of the Show's total floor area – as much as all nine other overseas exhibitors combined.

The participants expressed themselves well satisfied with the response to their products and the prospects for future orders. The United States Navy and Coast Guard were among the possible customers – indeed the component manufacturers found all their most useful contacts among fellow exhibitors. Attendance at a show of this nature – although over 2,000 – is more important for its quality than numbers and the British stands, running the width of the exhibition in the prime central site, drew continuous interest. A BEAMA information booth, manned continuously, acted as a focal point for the British exhibit.

The Industrial and Marine Gas Turbine Division of Rolls-Royce provided the largest display, showing the Marine Proteus (powering the world's largest hovercraft, the SRN4, and currently under evaluation by the United States Navy), Marine Tyne (less than half the size and one twentieth the weight of marine diesels of comparable power) and Industrial Avon (of which over 225 are in service or on order throughout the world). The Avon powers two highly successful generator sets on show at the Exhibition by AEI Turbine-Generators Ltd. and English Electric. Both were displaying models of the power plants they have recently sold to the Boston Edison Company and Consolidated Edison, New York, respectively. Both reported lively interest in their 10MW sets, and AEI were able to announce at the Show the confirmation of a repeat order from the Newfoundland Light and Power network.

Among the busiest stands was that of SSS Gears Ltd., displaying a range of small to large clutches used in gas turbine applications. On show for the first time in the United States was the electronic control system for the Concorde, designed by Ultra Electronics. Differing ranges of turbine blades were to be seen on the stands of Hepworth & Grandage, Monk Bridge Iron & Steel and Centrax (adjoining the latter was Turbotherm Corporation Centrax, distributor of Centrax power units). Three members of the Thos. Firth & John Brown Group (Firth Brown Ltd., Firth-Derihon Stampings and Jessop-Saville) had a joint display featuring special steels and drop forgings. Hawker Siddeley Dynamics' exhibit illustrated the firm's range of modular control equipment, while the Austin Division of BMC was offering its industrial gas turbines. Trucast completed the British area with its range of investment castings.

Many of the firms had exhibited individually at previous shows, but the interest aroused in the range of products and the impact of a large joint British exhibit suggests that this year's venture is likely to be repeated.



Electronic testing of a 2½ D memory plane to be shown by the Plessey Components Group's Matrix Division at this year's Paris Components Show (April 1 to 6). The company say that this type of mat construction is being used increasingly in computer applications as it requires the use of only three wires through each core – a significant advantage in view of the trend towards the use of smaller cores.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Encouraging prospects for Lille British Shopping Week

LILLE à l'Heure Britannique (La Semaine de L'Amitié Franco-Britannique), as the British Shopping Week in Lille is now known in France, will be held from October 11 to 19. The prospects for the Week look very promising. The reaction of the Lille authorities, shops and the general public is most enthusiastic and, with the backing of British manufacturers and exporters, there is no doubt that a considerable commercial impact will be achieved.

Thanks to energetic local support, preparations for a most successful Shopping Week are already well advanced. The programme, which includes many of the usual features of British Weeks, aims at creating a truly British atmosphere in the town and so attracting the inhabitants of neighbouring districts to Lille.

In December 1967 Lille became the centre of the Metropole du Nord (capital of the North), an urban community of some 89 communes with a population of about one million people. It includes Roubaix, Tourcoing, Armentières and many smaller towns. The area is, of course, primarily famous for its textile industries (cotton, wool, linen, jute and man-made fibres), but it also supports many other industries including heavy and light engineering, chemicals, food processing, and breweries. It is, moreover, the centre of one of the most fertile areas of France and agriculture plays an important part in the region's economy. But above all, the future of the central area of this community lies in commerce. Lille is in fact the commercial centre for the whole of the heavily populated region north of Paris, and with the creation of the new metropole its importance in this respect is expected to grow rapidly.

The town stands literally at the cross roads of the Common Market and Britain. Within a radius of 60 miles are to be found the whole of the industrial north of France and the western half of Belgium, including Brussels with a combined population of 13 million (and within a radius of 190 miles, which includes London, Paris, the Ruhr district of Germany, all Belgium and Luxembourg and the greater part of Holland lie most of the chief industrial regions of Western Europe with a population of some 33 million people).

Members of the Embassy Commercial Department who have visited each shop in the target area of Lille report that the most common complaint of the retailers is that they never see representatives of British firms, whereas our foreign competitors are frequent visitors. British manufacturers who wish to take advantage of the enthusiasm shown by the people of Lille in putting on this promotion, should take steps to ensure that the local retailers are aware of the goods which they have to offer. They are strongly advised to send a representative or to arrange for their French agents to visit each shop which has shown interest in stocking British goods.

The first classified lists of retailers in Lille who have expressed their wish to participate in the British Shopping Week are now available from Mr. P. Holmes, British Weeks and Store Promotions Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-828 1288, Ext. 7249).

The lists cover the four departmental stores and 176 other retailers, 124 of whom do not stock British goods at present. Inquirers should state briefly the range of goods which they are interested in promoting during the shopping week.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act 1958 may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on March 1, 1968)

The next full supplement will be published on July 5.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for detais of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENT – 1968:

Bogota: INTERNATIONAL TRADE FAIR – August 1-18, 1968
This entry should be amended to read:
A possible display of British goods to be organized in the British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

ADDITIONS – 1969:

Tokyo: EIGHTH INTERNATIONAL TRADE FAIR – April 17-May 6, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Tehran: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24, 1969
A probable British Pavilion organized by the Board of Trade.
(Mr. R. Clark, Ext. 2262)

(b) SPECIALIZED

DELETE – 1968:

Bridgetown, Barbados: HOTEL AND CATERING EQUIPMENT EXHIBITION – June 5-19, 1968

Kumasi (Ghana): ROAD EQUIPMENT EXHIBITION – July, 1968

Atlantic City: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-19, 1968

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 19-22, 1968

Padua: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October 10-15, 1968

AMENDMENTS – 1968:

Chicago: MUSIC INDUSTRY TRADE SHOW AND CONVENTION – June 23-27, 1968
This event should be amended to read:
A joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 4-7, 1968
This entry should be amended to read:
A joint venture with the British Food Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Leningrad: MODERN MACHINERY AND EQUIPMENT OF FISH AND SEA PRODUCTS CATCHING AND PROCESSING (INRYBPROM '68) – August 6-20, 1968
This entry should be amended to read:
A joint venture with the British Marine Equipment Council. Firms interested in participation should contact the Council immediately.
(Mr. R. I. Morgan, Ex. 2785)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 23-25, 1968
This entry shoud be amended to read:
Joint ventures with:
(1) The Clothing Manufacturers' Federation (39 firms),
(2) The British Menswear Guild (20 firms) and
(3) The Clothing Export Council.
(Mr. J. A. Swinton, Ext. 2777)

Chicago: MARINE TRADES EXHIBIT – September 19-22, 1968
This entry should be amended to read:
A joint venture with the Ship and Boat Builders' National Federation.
(Mr. A. F. Fenton, Ext. 2786)

Tokyo: INTERNATIONAL MACHINE TOOL FAIR – October 2-13, 1968
This entry should be amended to read:
A joint venture with the Machine Tool Trades Association Inc. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Tokyo: AEROSPACE SHOW – October 10-13, 1968
This entry should be amended to read:

Tokyo: AEROSPACE SHOW – October 9-13, 1968
An official information stand.
(Mrs. I. M. Janzen, Ext. 2489)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE – October 20-22, 1968
This entry should be amended to read:
Joint ventures with the Federation of Manufacturers of Sports and Games Equipment, Camping Trade Association of Great Britain, and British Association of Fishing Tackle Makers.
(Mr. S. Bickel, Ext. 2011)

ADDITIONS – 1968:

Sydney: MATERIALS AND MECHANICAL HANDLING EXHIBITION – July 8-12, 1968
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489)

Kuala Lumpur: MEDICAL EXHIBITION – August 5-9, 1968
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Rome: FOURTH EUROPEAN REGIONAL CONFERENCE AND EXHIBITION ON ELECTRON MICROSCOPY – September 1-7, 1968
A joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

New York: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 6-8, 1968
Possible joint venture with the British Pet Trade Fair Founders Club.
(Mr. A. F. Fenton, Ext. 2786)

Manila: BOOK EXHIBITION – September 7-21, 1968
A joint venture with the Book Development Council. Firms interested in participatioon should contact the Council.
(Mrs. I. M. Janzen, Ext. 2489)

Detroit: INTERNATIONAL BREWERY INDUSTRY EXHIBITION – September 17-20, 1968
A possible joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 27-30, 1968
Probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Seoul: BOOK EXHIBITION – October 1968
A joint venture with the Book Development Council. Firms interested in participation should contact the Council.
(Mrs. I. M. Janzen, Ext. 2489)

AMENDMENTS – 1969:

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9, 1969
The dates of this event are as above and not as previously published.

Düsseldorf: SECOND CONGRESS AND EXHIBITION FOR CLEAN AIR – June 9-13, 1969
The Board of Trade has been informed that this event will take place from October 13-17, 1969.

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF)
The Board of Trade has been informed that this event will take place from November 18-21, 1969.

ADDITIONS – 1969:

New York: DISPLAY OF BRITISH CHILDREN'S WEAR – January 1969
A probable joint venture with the National Children's Wear Association.
(Mr. A. F. Fenton, Ext. 2786)

Houston: NATIONAL SPORTING GOODS SHOW – February 2-6, 1969
Probable joint venture with:
(1) Federation of British Manufacturers of Sports and Games Ltd.,
(2) Camping Trade Association of Great Britain Ltd.
(Miss G. Adams, Ext. 2788)

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1969
Probable joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: TOOL EXPOSITION (ASTME) – April 1969
Probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

Tokyo: THIRTY-SIXTH BUSINESS EQUIPMENT SHOW – May 1969
A possible joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

The shipping of a mobile exhibition unit designed and constructed for the Kuwait Oil Company by Cockade Limited of London. The exhibition when on display covers approximately 400 sq. ft. and, although housed in the articulated trailer depicted, it can be easily assembled and is robust enough to withstand desert conditions. The exhibition is designed for recruitment purposes and will be used inside Kuwait for the next two years where it will be shown at the university, colleges, schools and any industrial or other exhibitions that may be held in the State. A Crane Freuhauf trailer has been used to house the exhibition, which is captioned entirely in Arabic and gives a comprehensive picture of the life provided for a Kuwait Oil Company employee.

Moscow: MODERN EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES – May-June 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

Tokyo: INTERNATIONAL WELDING SHOW – July 19-24, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Moscow: MODERN PRINTING MACHINERY (INPOLYGRAFMASH '69) – July 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.

Tokyo: INTERNATIONAL HYDRAULIC AND PNEUMATIC MACHINERY FAIR – October 1969
A possible joint venture with the British Compressed Air Society. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 2489)

Hong Kong: HOSPITAL EQUIPMENT EXHIBITION – 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

(c) British Weeks and Store Promotions

From April 1, unless stated, all inquiries for promotions in France, W. Germany and Sweden should be addressed to Mr. Peter Holmes 01-828 1288, Ext. 7249.

AMENDMENTS – 1968:

Paris: AU BON MARCHE MAJOR STORE PROMOTION – February-November 1968
British promotions of household goods and leisurewear will be held in May and June respectively and a Scottish promotion will be held in November.

Denmark: BRITISH TRADE DRIVE – Spring 1968
The following dates have been announced for this event:
(ii) IRMA A/S – Store Promotion, April 29-May 11, 1968
(iii) Danish Hardware Retailers' Association, May 22-June 1, 1968
(iv) Schous Fabriker A/S – Store Promotion, April 29-May 10, 1968

Australia: DAVID JONES GROUP – April-May 1968
This event will now take place from April/July 1968.

United States: CITY STORES GROUP – Autumn 1968
This event should be amended to read:
(a) Louisville, Kentucky: Kaufman Straus Co. – September 29-October 6, 1968,
(b) Fort Wayne, Indiana: Wolf & Dessauer – Autumn 1968,
(c) Memphis, Tennessee: Lowensteins – October 13-19, 1968,
(d) Miami, Florida: Richards – October 200-November 2, 1968.
These four stores will feature British consumer goods together with those of other countries. They are represented in London by Metasco Inc., 161/167 Oxford Street, London, W.1 (Tel. 01-437 3301).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Denver, Colorado: NEUSTETERS – Autumn 1968
This event will take place from October 7-November 2, 1968.

Hartford, Connecticut: G. FOX AND CO. – Autumn 1968
This event will take place from October 13-26, 19668.

Los Angeles: BROADWAY DEPARTMENT STORES – Autumn 1968
This event should be amended to read:

Los Angeles: BROADWAY DEPARTMENT STORES – October 15-28, 1968
British consumer goods will be featured together with those of other countries in 23 branches in the Los Angeles/San Diego area. The London Buying House for the store is Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031).
(Mr. D. R. Cork, Ext. 2760)

ADDITIONS – 1968:

Hamilton, Bermuda: MASTERS LTD. – June 1968
This store will feature a variety of British consumer goods. It is represented in London by J. Raymond Wilson & Co. Ltd., 4 Chiswell Street, London, E.C.1 (Tel. 01-638 9231).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Johannesburg, South Africa: JOHN ORR AND CO. (TVL.) LTD. – August 26-September 9, 1968
This store will feature British consumer goods of the department store type. The London buying house of the store is Hollingsworth & Mathews Ltd., 1 Finsbury Square, London, E.C.2 (Tel. 01-606 1611).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Pittsburgh, Pennsylvania: JOSEPH HORNE CO. – October 1968
This store will highlight British consumer goods and those of other countries in their annual import event. The store is represented in London by Associated Dry Goods (U.K.) Ltd., Elsley House, 24/30 Great Titchfield Street, London, W.1 (Tel. MUSeum 5781).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

New Britain, Connecticut: DAVIDSON AND LEVENTHAL – Autumn 1968
Four branches of this store will promote British clothing and accessories, jewellery, toiletries and soft furnishings with goods from other countries. No London buying house is known for this store, but interested manufacturers are advised to contact Mr. P. Davidson, vice-president and merchandise manager, Davidson & Leventhal, 201 Main Street, New Britain, Connecticut 06051.
(Mr. D. R. Cork, Ext. 2760)

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS–Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe including East Germany	3558
Cologne, Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Eire	3072
The rest of the world	2496
United Kingdom	3008

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1968

SALONIKA: INTERNATIONAL CONSTRUCTION EXHIBITION – March 30-April 7

Amendments – 1968

MADRID: FERIA DEL CAMPO
The Board of Trade has been informed that this event will now take place from May 22-June 23 and not on the dates shown in previous issues of the *Board of Trade Journal*.

Additions – 1968

ROME: 4TH EUROPEAN REGIONAL CONFERENCE AND EXHIBITION ON ELECTRON MICROSCOPY – September 1-7
Apply, Instituto Superiore di Sanita, Viale Regina Elena, 29900161 Rome.

Amendments – 1969

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM)
The Board of Trade has been informed that this event will now take place from March 5-9 and not on the dates shown in previous issues of the *Board of Trade Journal*.

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF)
The Board of Trade has been informed that this event will now take place from November 18-21.

Additions – 1969

MUNICH: INTERNATIONAL CONTAINER EXHIBITION – Autumn
Apply, Münchener Messe-und Ausstellungs GmbH, 8 München 12, Theresienhöhe 13.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Delete – 1968

NEW ORLEANS: GIFT AND JEWELLERY SHOW – July 28-31

ATLANTIC CITY: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-19

Amendments – 1968

LOS ANGELES: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW
The Board of Trade has been informed that this event will now take place from May 30-June 9.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON)
The Board of Trade has been informed that this event will now take place from August 25-27.

TOKYO: JAPAN ELECTRONIC SHOW
The Board of Trade has been informed that this event will now take place from September 17-23.

SYDNEY: CHEMICAL PETROLEUM AND GAS INDUSTRY EXHIBITION
The Board of Trade has been informed that this event will now take place from October 7-11

TOKYO: AEROSPACE SHOW
The Board of Trade has been informed that this event will now take place from October 9-13.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION 'ELECTRA 68'
The Board of Trade has been informed that this event will now take place from October 16-23.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION
The Board of Trade has been informed that this event will now take place from October 29-31

NEW YORK: NATIONAL SHOE FAIR
The Board of Trade has been informed that this event will now take place from November 24-26.

Additions – 1968

LOS ANGELES: MICROWAVE EXPOSITION – June 4-6
Apply, A. C. Cragg, Esq., Microwave Exposition Inc., 100 Avenue of the Americas, New York 10013.

KUALA LUMPUR: MEDICAL EXHIBITION – August 5-9
Apply, Faculty of Medicine, Kuala Lumpur, Malaysia.

LAS VEGAS: ASSOCIATION OF COMPUTING MACHINERY (ACM) NATIONAL CONFERENCE AND EXHIBITION – August 27-29
Apply, Public Relations Department of the Burroughs Corporation, Pasadena, California.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 6-8
Apply, Mrs. J. Winter, National Association of Pet Industries, 431 Chauncey Street, Brooklyn, New York, 11233.

MANILA: BOOK EXHIBITION – September 7-21
Apply, Mr. Charles McGregor, Book Development Council Ltd., 7 Albemarle Street, London, W1. (Tel. Hyde 9001).

LOUISVILLE: WOODWORKING MACHINERY AND FURNITURE SUPPLY SHOW – September 14-18
Apply, M. C. Park, Esq., National Association of Furniture Manufacturers, 666 Lake Shore Drive, Chicago, Illinois 60611.

DETROIT: INTERNATIONAL BREWERY INDUSTRY EXHIBITION – September 17-20
Apply, A. Bartlett & Associates, Master Brewers Association of America 1849, W 24th Street, Cleveland, Ohio.

TORONTO: CANADIAN NATIONAL BUSINESS SHOW – September 23-26
Apply, G. Smedmor Esq., Canadian National Business Show, Place Bonaventure, Montreal.

PARAMARIBO (SURINAM): INTERNATIONAL TRADE FAIR – September
Apply, Commercial Department, British High Commission, 44 Main Street, P.O. Box 625, Georgetown, Guyana.

NAGOYA: WOODWORKING MACHINERY AND EQUIPMENT FAIR – October 6-13
Apply, Chubu Woodworking Machinery Manufacturer's Association, 5-36 Iwaidori, Naka-Ku Nagoya, Japan.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 16-19
Apply, R. A. Sullivan Esq., Fish Exposition '68, 3 School Street, Boston, Mass 02108.

PORT OF SPAIN (TRINIDAD): BRITISH EXHIBITION OF CONSUMER GOODS – October 17-23
Apply, Mr. S. Black, London Chamber of Commerce, 69 Cannon Street, London, EC4 (Tel. City 4444).

MEXICO CITY: INTERNATIONAL PHILATELIC EXHIBITION – October 30-November 10
Apply, Exposition Filatelica Internacional 'Efimex 68', Apartado Postal 12, Mexico I.D.F.

Mr. C. J Massara of Beirut (centre), Firth Carpet's agent in the Middle East, examining patterns on the Firth stand at Carpex '68 with Barry Hartley (right), Firth's assistant export manager and a Beirut store buyer who accompanied Mr. Massara to England. Mr. Massara subsequently ordered 4,600 yards of carpet valued at over £10,000 from Firth.

SEOUL (SOUTH KOREA): BOOK EXHIBITION – October
Apply, I. H. Liu Esq., Panmun Book Co. Ltd., 28-2 Chongro I-KA, (P.O. Box 1016) Seoul, Korea.

KINGSTON (JAMAICA): BRITISH EXHIBITION OF CONSUMER GOODS – November 28-December 4
Apply, Mr. S. Black, London Chamber of Commerce, 69 Cannon Street, London, EC4 (Tel. City 4444).

Amendment – 1969

ACCRA: INTERNATIONAL TRADE FAIR
The Board of Trade has been informed that this event will not take place from February 5-23, 1969, but is postponed to February 1971.

Additions – 1969

TORONTO: 5TH CANADIAN EDUCATION SHOWPLACE – January
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TOKYO: 8TH TOKYO INTERNATIONAL TRADE FAIR – April 17-May 6
† Apply, Tokyo International Trade Fair Commission, C.P.O. Box 1201, Tokyo.

TOKYO: 36TH BUSINESS SHOW – May
• Apply, Nippon Office Management Association, 1, Ginza, 2 Chome, Chuo-Ku, Tokyo.

NEW YORK: UNIVERSE OF PHOTOGRAPHY (PHOTO EXPO' 69) – June 7-15
Apply, J. Morris Esq., National Association of Photographic Manufacturers, 10, Rockefeller Plaza, New York City 10020.

MONTREAL: CANADIAN NUCLEAR ASSOCIATION 'ATOM SHOW '69' – June 8-11
Apply, R. F. Gross, 19 Richmond Street West Toronto 1, Ontario, Canada.

TOKYO: INTERNATIONAL WELDING SHOW – July 19-24.
Apply, Japan Welding Engineering Society, The Sanpo Inc., 11, 1-Chome, Kanda Sakuma-Cho, Chiyoda-Ku, Tokyo, Japan.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Additions – 1968

LONDON: 10TH WHOLESALE BUYERS' GIFTS FAIR – December 8-12. At Mount Royal Hotel, W1
• Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187, High Road, Chadwell Heath, Essex (Tel. 01-599 0175-8).

Amendments – 1969

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 13-27
The telephone number of the organizer of this event should be amended to read: 01-486 1951.

LONDON: INTERNATIONAL PHOTO-CINE FAIR
The Board of Trade has been informed that the date of this event has not been finalized. Please delete May 12-17,

Additions – 1969

LONDON: THE LONDON INTERNATIONAL INVENTIONS AND NEW PRODUCTS EXHIBITION AND CONFERENCE (LINPEX '69) – January 6-11. At Royal Horticultural Halls
Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel 01-928 3388).

BLACKPOOL: 20TH INTERNATIONAL GIFTS FAIR – February 2-6. At Winter Gardens, Talbot Hall, Metropole and Imperial Hotels
• Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Essex (Tel. 01-599 0175-8).

MANCHESTER: 4TH INDUSTRIAL PROCESS HEATING EXHIBITION AND CONFERENCE (HEATEX '69) – June 2-6. At Belle Vue
† Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: INTERNATIONAL RECLAMATION AND DISPOSAL EXHIBITION – July 14-18. At Olympia
† Apply, Maclaren & Sons Ltd., Davis House, 69/77 High Street, Croydon, Surrey (Tel. 01-688 7788).

LONDON: 3RD ENGINEERING INSPECTION AND QUALITY CONTROL EXHIBITION AND CONFERENCE (INSPEX '69) – November 10-13. At Royal Horticultural Halls
† Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

His Royal Highness Prince Philip, the Duke of Edinburgh, is shown the Tricity Deepcold refrigerator by Mr. Vernon Coffee, managing director of Tricity Cookers Ltd., in the Electric Pavilion, Ideal Home Exhibition,

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom—Czechoslovak technological agreement

MR. JOHN STONEHOUSE, Minister of State, Ministry of Technology, left for Czechoslovakia on March 26 for a six-day visit.

On the day of his arrival in Prague Mr. Stonehouse was expected to sign an intergovernmental technological agreement which will provide a framework for the long-term development of technological co-operation between the United Kingdom and Czechoslovakia.

During his stay Mr. Stonehouse saw some aspects of Czechoslovakia's industry and had talks with Czechoslovakian Ministers and senior officials on a wide range of industrial and technological topics. He also visited some of Czechoslovakia's research institutes.

British aid to Turkey

THE MINISTRY of Overseas Development announce that Britain signed a new loan agreement with the Turkish Government, in Ankara, on March 29 for £2.5 million. The loan will be repayable over 25 years and will be interest free. It will be used for the purchase in Britain of whatever goods and services Turkey may require for her economic development.

Tunisia and the USSR

THE TUNISIAN *Journal Officiel* of February 20, 1968, published details of the long-term trade agreement of 1962 between Tunisia and the USSR as it applies for 1968. A number of quotas under the agreement show increases compared with the previous year (see *Board of Trade Journal* of April 14, 1967).

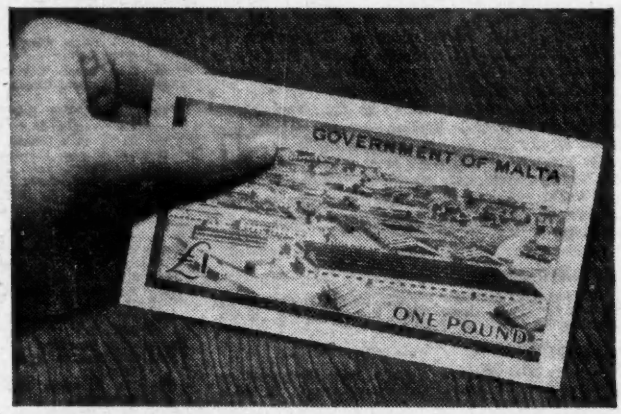
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/75).

Double taxation — Sierra Leone

THE BOARD of Inland Revenue have announced that the agreement amending the arrangement made with Sierra Leone in 1947 was signed in Freetown on March 18. The text will shortly be published as a schedule to a draft Order in Council.

The French market for capital goods

A SPECIAL SUPPLEMENT to the *Export Service Bulletin* entitled 'Opportunities in France for British Manufacturers of Plant and Equipment' will be published on April 8. It contains summaries of five surveys of the market in France for plant and equipment for the food and drink processing, packaging and bottling, paper and board, printing and textile industries.



A British roofing system has been given an unsolicited testimonial by incorporation in the Malta £1 note. These show an impressive panoramic view of the Marsa Industrial Estate with the Conder Monitor roofing clearly visible on the factories in the foreground and in the middle distance. This year the Conder Group expect to export £1 million worth of their products; their factories are at Winchester, Burton-on-Trent, Darlington and Cumbernauld.

Telex to 133 countries

ANOTHER THREE countries – The Gambia, Cuba and Guatemala – have been added to the growing list of places with telex links with Britain.

A service to The Gambia was opened on March 11, and to Cuba on March 18. In each case, the charge is £3 for a three-minute minimum call, and £1 for each extra minute or part of a minute. Guatemala got a service from April 1, at a minimum three-minute charge of £3 15s., and £1 5s. for each extra minute or part-minute. Overseas telex services from Britain began 32 years ago. Holland and Belgium were first on the list in 1936, followed by Germany in 1937. There was no service during the war.

This year is the 21st anniversary of its re-opening. In the last 10 years, the number of calls made each week has increased tenfold, to 360,000.

With the addition of The Gambia, Cuba and Guatemala, Britain is linked by telex to 133 countries. It can provide a service to any country which has the necessary equipment.

Cyprus hopes to have equipment available in August.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Cuba, Hong Kong and Tunisia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

AFGANISTAN

(62/68) Constructional Projects for Royal Government Afganistan. Date April 26. Prequalification. E.S.B. 13187/68.*

ALGERIA

(64/68) Fire Fighting Vehicles and Equipment for Algerian Civil Air Security Organization. April 18. E.S.B. 13935/68.

(61/68) Film Projection Cabins for Ministry of Information. April 20. (Pre-Qualification). E.S.B. 13125/68.

AUSTRALIA

(63/68) Surge Diverters for Brisbane Electricity Department. April 19. E.S.B. 13517/68.*

Brisbane City Council:

(63/68) Pumps. April 26. E.S.B. 13519/68.

(63/68) Cable and Accessories. May 3. E.S.B. 13520/68.*

(63/68) Transformers for Carpricornia Regional Electricity Board. April 22. E.S.B. 13514/68.*

(61/68) Construction of Bridge for Co-ordinator-General's Department. July 29. E.S.B. 13157/68.*

(61/68) Cranes for Department of Harbours and Marine. May 1. E.S.B. 13156/68.

(64/68) Gas Turbine Driven Power Plants for Electricity Commission of New South Wales. May 13. E.S.B. 13901/68.*

(62/68) Automatic Telephone Exchange for Northern Electric Authority of Queensland. May 1. E.S.B. 12796/68.*

(62/68) Coaxial Line Equipment for Postmaster General's Office. June 18. E.S.B. 13293/68.*

State Electricity Commission of Victoria:

(63/68) Tube Conveyor System. April 22. E.S.B. 13521/68.*

(63/68) Capacitors. April 22. E.S.B. 13518/68.*

(63/68) Generator Sets: Frequency Control Units. April 22. E.S.B. 13522/68.*

(63/68) Fire Pumps; Pipework for Townsville Harbour Board. (Further Information). Tender documents now available. E.S.B. 11162/68.*

Victorian Railways:

(63/68) Tarpaulin Canvas. April 24. E.S.B. 13579/68.

(63/68) Rectifier Equipment. May 22. E.S.B. 13580/68.

BURMA

(65/68) Workshop Equipment and Supplies for Agricultural and Rural Development Corporation. May 10. E.S.B. 13961/68.*

Burma Railway Board:

(65/68) Garage Equipment. May 2. E.S.B. 13994/68.*

(65/68) Cards for Computer. May 15. E.S.B. 13995/68.*

(63/68) Electrical Supplies for Government Technical Institute. May 15. E.S.B. 13569/68.*

Ministry of Defence:

(63/68) Miscellaneous Equipment. April 20. E.S.B. 13567/68.*

(64/68) Nails. May 2. E.S.B. 13960/68.*

(64/68) Sanitary Stores, B.Ric. Fabric for Ministry of National Planning. April 17. E.S.B. 13590/68.*

Myanma Export/Import Corporation:

(63/68) Driving Chains. April 30. E.S.B. 13568/68.*

(64/68) Spirit Level. April 21. E.S.B. 13962/68.*

(64/68) Radio Components. May 15. E.S.B. 13564/68.*

(65/68) Wire; Steel Cutting Rules. April 20. E.S.B. 13991/68.*

(65/68) Pumps. May 2. E.S.B. 13990/68.*

(65/68) Cotton Canvas Hose. April 21. E.S.B. 13951/68.*

(65/68) Printing Ink; Embossing Powder. April 20. E.S.B. 13971/68.*

(65/68) Pipe Fittings. April 28. E.S.B. 13972/68.*

(64/68) Fishing Hooks. April 18. E.S.B. 13945/68.*

(64/68) Paper. April 20. E.S.B. 13946/68.*

(64/68) Pipes. April 28. E.S.B. 13947/68.*

(64/68) Nails. April 17. E.S.B. 13948/68.*

(64/68) Nails. April 17. E.S.B. 13949/68.*

(64/68) Surveying Instruments; Drawing Office Equipment. May 20. E.S.B. 13952/68.*

People's Electro-Mechanical Services:

(64/68) Refrigerant. April 30. E.S.B. 13940/68.*

(64/68) Leak Detector. April 29. E.S.B. 13941/68.*

(64/68) Temperature Meter. April 28. E.S.B. 13586/68.*

(64/68) Refrigeration Testing Outfits. April 27. E.S.B. 13582/68.*

People's Oil Industry:

(60/68) Storage Tanks. (Further Information.) E.S.B. 3415/68.

(64/68) Packings and Jointings. April 28. E.S.B. 13943/68.*

(64/68) Transformers; Telephone Equipment Spare Parts. May 10. E.S.B. 13984/68.*

(64/68) Emery Cloth. May 4. E.S.B. 13950/68.*

(64/68) Pipe Fittings. April 28. E.S.B. 13958/68.*

(64/68) Joint Rings. April 28. E.S.B. 13969/68.*

(64/68) Water Cocks. April 28. E.S.B. 13973/68.*

(64/68) Copper Tube. May 4. E.S.B. 13982/68.*

(64/68) Pipe Fittings. April 28. E.S.B. 13983/68.*

(64/68) Heater Spare Parts. April 28. E.S.B. 13944/68.*

(64/68) Reducing Couplings. April 28. E.S.B. 13954/68.*

(64/68) Copper Wire. May 18. E.S.B. 13955/68.*

(64/68) Pipe Fittings. April 28. E.S.B. 13974/68.*

(64/68) Electrical Fittings and Materials. May 4. E.S.B. 13975/68.*

(65/68) Cable; Electrical Distribution Materials. May 25. E.S.B. 13956/68.*

(65/68) Tees. April 28. E.S.B. 13985/68.*

(65/68) Felt. May 4. E.S.B. 13986/68.*

(65/68) Pipe Fittings. April 28. E.S.B. 13970/68.*

(65/68) Steel Dipping Tapes. April 28. E.S.B. 13957/68.*

(65/68) Thermometers; Alternator Spare Parts. May 10. E.S.B. 13987/68.*

(65/68) Cranes; Pumps; Air Compressors for Road Transport Board. April 20. E.S.B. 13989/68.*

State Timber Board:

(64/68) Gauges. April 25. E.S.B. 13589/68.

(64/68) Steel Shafting. April 29. E.S.B. 13581/68.*

(64/68) Vehicles. May 6. E.S.B. 13583/68* and 13587/68.*

(64/68) Tipper Trucks. May 6. E.S.B. 13584/68.* and 13588/68.*

(65/68) Fire Hose; Couplings. April 30. E.S.B. 13988/68.*

(65/68) Tool Steel. May 15. E.S.B. 13959/68.*

Union of Burma Railway Board:

(61/68) Mild Steel. April 29. E.S.B. 13130/68.*

(61/68) Bolts and Nuts. April 29. E.S.B. 13133/68.*

CEYLON

(62/68) V-Belts for Ceylon State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 12340/68.*

(64/68) Steel Drills for Colombo Port Commission. April 24. E.S.B. 13953/68.*

Co-operative Wholesale Establishment:

(63/68) Welded Mesh Fabric; Square Mesh; Sheet Metal. April 20. E.S.B. 13516/68.

(63/68) Batteries. April 17. E.S.B. 13525/68.

(62/68) Vulcanizers and Accessories for Sri Lanka Sugar Corporation. May 15. E.S.B. 13166/68.

CHILE

(61/68) Pumping Equipment for Ministerio de Obras Publicas y Transportes. April 17. E.S.B. 13138/68.*

COLOMBIA

(63/68) Aero Communications; Radio Beacons for Empresa Colombiana de Aerodromos. May 29. E.S.B. 13577/68.

DEMOCRATIC REPUBLIC OF CONGO

(64/68) Pharmaceutical Products for Ministry of Public Health. May 2. E.S.B. 13599/68.

CYPRUS

(60/68) Generating Plant for Treasury. April 27. E.S.B. 13101/68.*

EL SALVADOR

La Proveeduria General de la Republica:

(62/68) Perforating Machines. April 17. E.S.B. 13196/68.*

(62/68) Cardboard. April 19. E.S.B. 13197/68.*

(60/68) Medicines for Salvadorean Health Bureau. (Further Information.) Tender documents now available. These reveal that surgical and laboratory equipment is also required. E.S.B. 13274/68.*

ETHIOPIA

(62/68) Insecticides for Ministry of Agriculture. April 30. E.S.B. 13195/68.

FORMOSA

Central Trust of China:

(63/68) Recorder Announcer. April 22. E.S.B. 13541/68.*

(63/68) Measuring Instruments. April 27. E.S.B. 13543/68.*

(63/68) Spectrophotometer and Accessories. April 25. E.S.B. 13544/68.*

(63/68) Cork Tipping Paper. April 26. E.S.B. 13546/68.*

(63/68) Centrifugal Pump. April 26. E.S.B. 13545/68.*

(63/68) Cable Accessories. April 29. E.S.B. 13547/68.*

(63/68) Paint, Solvent and Primer. April 26. E.S.B. 13552/68.*

(63/68) Air Winches. April 26. E.S.B. 13553/68.*

(63/68) Sodium Silicate. April 26. E.S.B. 13540/68.*

(63/68) Ion Exchange Resin. April 30. E.S.B. 13542/68.*

(63/68) Metal Gauze. April 24. E.S.B. 13551/68.*

(64/68) Valves. April 25. E.S.B. 13909/68.*

(64/68) Fork Lift Trucks. April 25. E.S.B. 13921/68.*

(64/68) Ferrous Alloys. April 19. E.S.B. 13922/68.*

(64/68) Zinc Ingots. April 18. E.S.B. 13932/68.*

(64/68) Steel. April 19. E.S.B. 13930/68.*

(64/68) Steel Plate. April 26. E.S.B. 13936/68.*

(64/68) Refrigifilter and Equipment. April 26. E.S.B. 13918/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

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TRANSLATIONS

Contact:– Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

(64/68) Logging Trucks. May 2. E.S.B. 13920/68.*
(64/68) Pumps. April 20. E.S.B. 12777/68.*
(64/68) Petroleum Analyzing Equipment. April 22. E.S.B. 13902/68.*
(64/68) Telex-Gentex Exchange System. April 30. E.S.B. 13905/68.*
(64/68) Blower. April 19. E.S.B. 13904/68.*
(64/68) Fullers Earth. April 29. E.S.B. 13907/68.
(64/68) Blasting Caps. April 25. E.S.B. 13908/68.*
(64/68) Crane. April 25. E.S.B. 13933/68.*
(64/68) Welding Rods. April 25. E.S.B. 13934/68.*
(64/68) Drilling Equipment. April 25. E.S.B. 13905/68.*
(64/68) Circuit Breakers. April 26. E.S.B. 13910/68.*
(64/68) Pipes and Fittings. April 23. E.S.B. 13911/68.*
(64/68) Railway Wagon Shunter. April 24. E.S.B. 13912/68.*
(64/68) Drilling Equipment. April 25. E.S.B. 13913/68.*
(64/68) Steel Rails. April 22. E.S.B. 13919/68.*
(64/68) Testing Apparatus. April 22. E.S.B. 13932/68.
(64/68) Cable Tensioner. April 26. Tender documents now available. E.S.B. 13931/68.*
(64/68) Telephone and Air-conditioning Equipment. April 18. Tender documents now available. E.S.B. 13937/68.*
(64/68) Steel Plates. April 23. Tender documents now available. E.S.B. 13938/68.*
(64/68) Metals. April 23. Tender documents now available. E.S.B. 13939/68.*
(64/68) Workshop Equipment. April 24. E.S.B. 13942/68.*

FEDERAL REPUBLIC OF GERMANY

(64/68) Station Wagons for Fourth Allied Tactical Air Force. April 23. E.S.B. 13597/68.*

GREECE

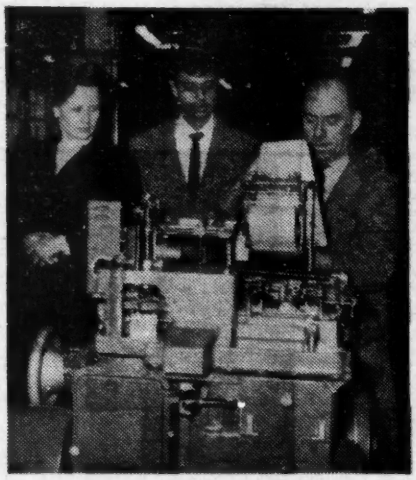
Ministry of Commerce:
(61/68) Buses. April 24. E.S.B. 13131/68.*
(61/68) Kneading Chamber. April 29. E.S.B. 13135/68.*
(61/68) Cigarette Paper. April 24. E.S.B. 13134/68.*
(61/68) Generator; Communications Equipment. April 29. E.S.B. 13132/68.*
(63/68) Dental Machinery and Instruments. April 24. E.S.B. 13556/68.*
(64/68) Installation of External Radio Communications (NATO) for Ministry of National Defence. April 27. E.S.B. X.P. 461/68.

HONG KONG

Government Stores Department:
(63/68) Time Switches and Switch Boxes. May 17. E.S.B. 13578/68.
(63/68) Pipes and Fittings. April 19. E.S.B. 13557/68.*
(63/68) Asbestos Pipe and Fittings. May 3. E.S.B. 13558/68.*
(63/68) Artificial Fibre Ropes and Nets. April 19. E.S.B. 13512/68.*
(63/68) Police Uniform Leather Equipment. April 26. E.S.B. 13513/68.*

INDIA

(61/68) Consultancy Service for Andhra Pradesh State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 11198/68.*
Bhabha Atomic Research Centre:
(62/68) Pumps. April 30. E.S.B. 13169/68.*
(62/68) Lathe. April 30. E.S.B. 13170/68.*
(62/68) Press. April 24. E.S.B. 13175/68.*
(62/68) Gas Analyzer. April 25. E.S.B. 13176/68.*
(62/68) Spectrometer. April 26. E.S.B. 13194/68.
(62/68) Copper Sheets for Farakka Barrage Project. (Further Information.) Bid will be accepted from indigenous sources. E.S.B. 11187/68.
(63/68) Copper Strip for Heavy Electricals (India) Ltd. April 26. E.S.B. 13554/68.*
Indian Oil Corporation Ltd.:
(62/68) Phenol. April 19. E.S.B. 13172/68.*
(62/68) Methyl Ethyl Ketone. April 19. E.S.B. 13173/68.*



Overseas booksellers currently in Britain on a 10-week study course on 'Bookselling and Distribution' recently visited one of Britain's most modern manufacturers of composing machinery. Miss H. Grunewaldt, manageress of the Paperback Department, Nuhlhaussen Bookshop, Frankfurt, and Mr. Abdul Aziz Sacranie, manager of a Blantyre, Malawi, bookshop, are seen watching an operator at work at a film matrix in the film setting machine shop. Twenty-five booksellers from 17 countries are attending the course, which has been organized by the British Council in co-operation with the Booksellers Association and the Publishers Association. They will work singly or in pairs in bookshops in London, Oxford, Cambridge, Birmingham and Cardiff.

Indian Telephone Industries Ltd.:
(61/68) Magnets. (Further Information.) Tender documents now available. E.S.B. 11153/68.*
(63/68) Laminations. (Further Information.) Tender documents now available. E.S.B. 11949/68.*
(62/68) Railway Signalling Works for South Eastern Railway. May 10. E.S.B. 13171/68.
Western Railway:
(62/68) Railway Signalling Equipment. (Further Information.) Tender documents now available. E.S.B. 11130/68.*
(62/68) Railway Signalling Equipment. (Further Information.) Tender documents now available. E.S.B. 11131/68.*

IRAN

(62/68) Air Compressor for Iranian State Railways. May 21. E.S.B. 13188/68.*

IRAQ

Ministry of Defence:
(63/68) Tents. May 11. E.S.B. 13537/68.
(63/68) Aluminium Mess Tins. April 23. E.S.B. 13533/68.
(63/68) Aluminium Cooking Pots. May 7. E.S.B. 13534/68.
(63/68) Woollen Gloves and Berets. May 7. E.S.B. 13535/68.
(63/68) Steel Body for Burners. May 11. E.S.B. 13536/68.
Ministry of Municipalities and Works:
(63/68) Construction and Management of Hotel. April 29. E.S.B. 13526/68.
(63/68) Pipes and Pipe Casing. May 14. E.S.B. 13529/68.
(63/68) Construction of Water Supply Scheme. April 30. E.S.B. 13531/68.
(63/68) Industrial Gloves for Ministry of Oil. April 23. E.S.B. 13532/68.
(63/68) Electric Lamps for Mosul Sugar Mill Administration. April 20. E.S.B. 13528/68.
(63/68) Substation Equipment for National Electricity Administration. (Further Information.) This tender has now been re-advertised with the closing date as 12 noon on April 30, 1968. E.S.B. 18562/67.*
(63/68) Kraft Paper for Iraqi Cement Co. April 23. E.S.B. 13527/68.

JORDAN

Jordanian Electric Power Co.:
(60/68) Steel Poles. April 17. E.S.B. 13110/68.*
(60/68) Wire. April 17. E.S.B. 13111/68.*
(60/68) Cables. April 17. E.S.B. 13112/68.*
(60/68) Cables. April 17. E.S.B. 13113/68.*
(60/68) Extension Ladders. April 17. E.S.B. 13114/68.*
(60/68) Fuse Units. April 17. E.S.B. 13115/68.*
(60/68) Meters; Transformers. April 17. E.S.B. 13118/68.*
(60/68) Electric Drills. April 17. E.S.B. 13119/68.*
(60/68) PVC Tape. April 17. E.S.B. 13116/68.*
(60/68) Incandescent Lamps. April 17. E.S.B. 13117/68.*
(62/68) Consultancy Services for Municipality of Irbid. Closing date not specified. E.S.B. 13503/68.

KENYA

(62/68) Microwave Relay Systems for East African Posts and Telecommunications Administration, Kenya. (Further Information.) This tender has been cancelled. E.S.B. 9911/68.

KUWAIT

Kuwait Oil Company:
(65/68) Refrigerant. April 21. E.S.B. 13923/68.*
(65/68) Rope. April 21. E.S.B. 13925/68.*

LEBANON

La Compagnie de Gestion et d'Exploitation du Port de Beyrouth:
(64/68) Fork-lift Trucks. April 29. E.S.B. 13967/68.
(64/68) Tractors and Semi-trailers. May 7. E.S.B. 13968/68.
United Nations Relief and Works Agency for Palestine Refugees:
(62/68) Workshop Equipment. April 23. E.S.B. 13167/68.*
(62/68) Sports Goods. April 18. E.S.B. 13168/68.*

LIBYA

(60/68) Dam Construction for Ministry of Agriculture and Animal Husbandry. April 22. E.S.B. 13298/68.
Ministry of Public Works:
(60/68) Erection of Electric Antenna. April 22. E.S.B. 13104/68.
(60/68) Erection of Electric Antenna. April 22. E.S.B. 13300/68.
(65/68) Construction of Mosques. April 22. E.S.B. 13915/68.
(64/68) Surgical and Medical Supplies for National Social Insurance Institution. April 20. E.S.B. 13917/68.

(*Continued on page* 1107)

Robert Hough

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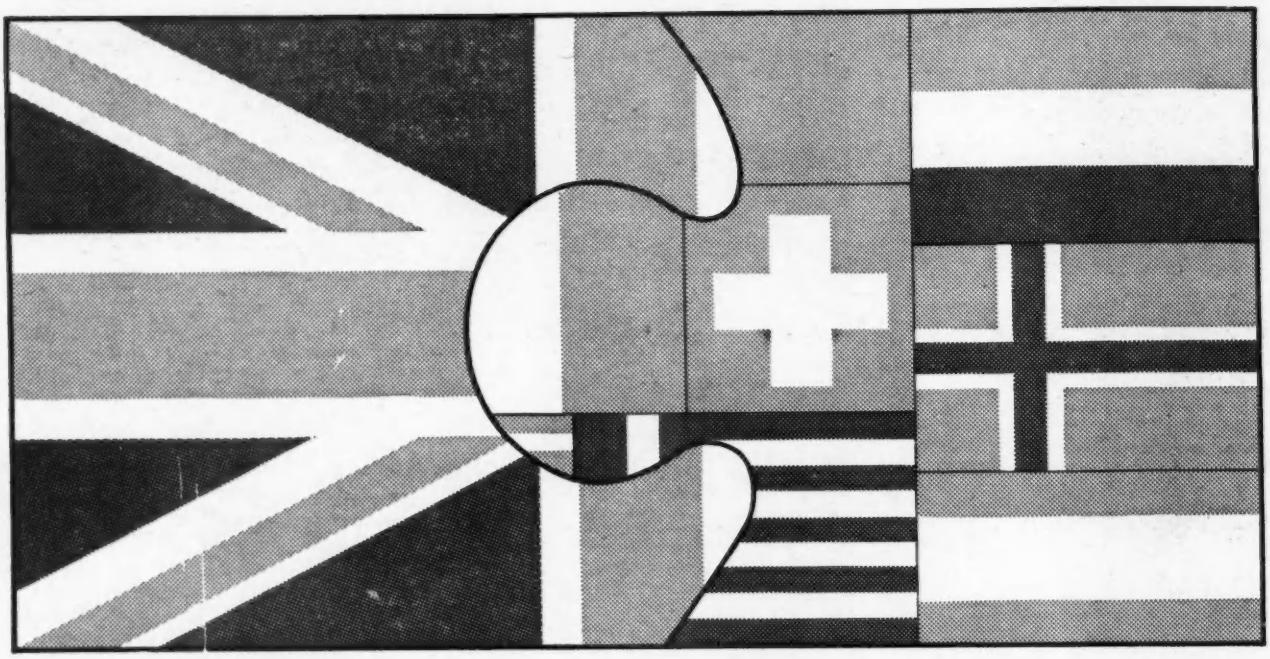

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ICFC Enquiries to:
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ICFC Export Department, Piercy House,
7 Copthall Avenue, London, E.C.2.
Tel. No. 01-628 4040

Alternatively, please write or telephone the ICFC Manager responsible for your district. He will be happy to help and discuss your business with you in complete confidence and without commitment on your part.

MALAGASY REPUBLIC

(64/68) Rail Sleepers for Le Reseau National Des Chemins de Fer. April 20. E.S.B. 13595/68.*

Ministry of Equipment and Communications:

(60/68) Construction of Bridges. (Pre-qualification Information.) E.S.B. 13297/68.*

(60/68) Road Works. (Pre-qualification Information.) E.S.B. 13296/68.*

MALTA

(63/68) Electric Equipment for Malta Electricity Board. June 6. E.S.B. 13507/68.

Treasury:

(63/68) Cotton Sheeting. April 25. E.S.B. 13568/68.*

(63/68) Plastic Curtons. April 25. E.S.B. 13500/68.*

MALAYSIA

(61/68) Communication Earth Station for Telecommunications Headquarters. (Advance Information.) Closing date not known. E.S.B. 5449/68.

MOROCCO

(62/68) Construction of Dam for Ministry of Public Works. April 25. E.S.B. 13165/68.*

NETHERLANDS

(64/68) Construction of Road for Director of Waterways. April 24. E.S.B. 13600/68.

NEW ZEALAND

(61/68) Ammeters for General Post Office. April 25. E.S.B. 13155/68.*

(63/68) Cotton Drill for Ministry of Works. May 17. E.S.B. 13549/68.*

PAKISTAN

West Pakistan Railway Board:

(61/68) Oil Filtration Plant; Lifting Jacks; Battery Chargers; Mobile Crane. May 10. E.S.B. 13146/68.

(62/68) Workshop Machinery. (Further Information.) Tender documents now available. E.S.B. 10477/68.*

SAUDI ARABIA

(62/68) Teleprinters for Ministry of Communications. April 21. E.S.B. 13501/68.

REPUBLIC OF SINGAPORE

Ministry of Health:

(60/68) Antibiotics, Biologicals, Drugs and Chemicals. April 22. E.S.B. 13295/68.*

(60/68) Hospital Furniture. April 23. E.S.B. 13294/68.*

Public Utilities Board:

(61/68) Gas Cookers. April 23. E.S.B. 13124/68.*

(61/68) Pipe Fittings. April 23. E.S.B. 13125/68.

SOUTH AFRICA

(63/68) Road Traffic Signals for City Hall, Durban. E.S.B. 13565/68.*

State Tender Board:

(62/68) Printing Machine. April 25. E.S.B. 13177/68.*

(62/68) Communications Equipment. April 19. E.S.B. 13178/68.*

(62/68) Concrete Immersion Vibrators. April 18. E.S.B. 13179/68.*

SPAIN

(64/68) Automatic Exchanges for Direccion General de Correosy Telecomicacion. May 14. E.S.B. 13585/68.

(63/68) Generating Sets; Beacon Lanterns for Ministerio de Obras Publicas. May 25. E.S.B. 13509/68.

SUDAN

(60/68) Axle Roller Bearing for Sudan Railway. May 30. E.S.B. 13283/68.*

THAILAND

(64/68) Air Compressor; Belt Conveyor for Department of Highways. (Further Information.) Tender documents now available. E.S.B. 13281/68.*

(62/68) Switches for Metropolitan Electricity Authority. May 14. E.S.B. 13180/68.*

TURKEY

(62/68) Steel Wire for Machinery and Chemicals Industry Corporation. April 30. E.S.B. 13161/68.

(60/68) Circuit Breakers, Disconnecting Switches and Lightning Arresters for Ministry of Power and Natural Resources. (Pre-qualification.) E.S.B. 13107/68.

Turkish Ground Forces Command:

(61/68) Steel Sheet. April 29. E.S.B. 13128/68.*

(61/68) Camouflage Netting Cords. April 29. E.S.B. 13129/68.*

URUGUAY

(61/68) Serum Containers and Vials for Faculty of Medicine. First call April 17; second call April 29. E.S.B. 13149/68.

(61/68) Milk Pumps for National Dairy Co-operative. April 29. E.S.B. 13148/68.

National Ports Administration:

(61/68) Welding Set. First call April 30, second call May 7. E.S.B. 13151/68.

(61/68) Pumps; Generators. First call April 29; second call May 6. E.S.B. 13152/68.

State Oil and Alcohol Monopoly:

(61/68) Methyl Alcohol. (Further Information.) Tender documents now available. E.S.B. 12301/68.*

(61/68) Copper. (Further Information.) Tender documents now available. E.S.B. 12302/68.*

(61/68) Electrodes for Uruguayan State Railways. First call April 30; second call May 7. E.S.B. 13150/68.

UNITED STATES OF AMERICA

Bonneville Power Administration:

(61/68) Steel Structure. April 18. E.S.B. 13147/68.*

(63/68) Circuit Breakers. April 24. E.S.B. 13539/68.*

Bureau of Reclamation:

(60/68) Pump Turbines. (Further Information.) Tender documents now available. E.S.B. 9266/68.*

(61/68) Outlet Gates. (Further Information.) Tender documents now available. E.S.B. 37286/67.*

(61/68) Pumping Units. (Further Information.) Tender documents now available. E.S.B. 9263/68.*

(64/68) Hydraulic Turbines; Spherical Valves for United States Army Engineers. (Further Information.) Closing date postponed to April 24. E.S.B. 3482/68.*

VIETNAM

Central Procurement and Supply Authority:

(62/68) Meteorological Equipment and Spare Parts. April 17. E.S.B. 13191/68.*

(62/68) Generating Sets. April 17. E.S.B. 13192/68.*

(65/68) Food Machinery and Equipment for Le Centre de Development. May 30. E.S.B. 14003/68.*

ZAMBIA

Central Supply and Tender Board:

(60/68) Hotel Catering Equipment. April 26. E.S.B. 13109/68.*

(60/68) Intravenous Solutions. April 26. E.S.B. 13298/68.*

Exporting Machines To Europe?

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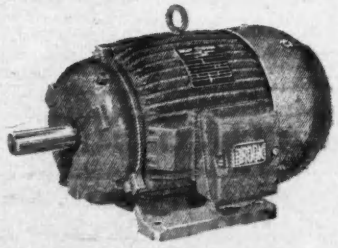

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Head Office: P.O. Box 2392, Wellington, New Zealand

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC.4 (Tel. 01-248 5757. Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(64/68) Manufacture under licence – milk refrigeration systems. E.S.B. 44380/67.

Australia
(62/68) Inquiry for chemicals; transistor headers. E.S.B. 12873/68.
(62/68) Inquiry for stitching machine. E.S.B. 13016/68.
(63/68) Inquiry for cylinder borers. E.S.B. 13049/68.
(63/68) Inquiry for switchgear contactors. E.S.B. 13851/68.

Austria
(62/68) Agency inquiry for woollen and worsted piece-goods. E.S.B. 9054/68.

Belgium
(60/68) Inquiry for rigid metallic pipes. E.S.B. 45365/67.

Bolivia
(60/68) Agency inquiry for cotton gins; dyeing equipment; spinning machinery. E.S.B. 12889/68.
(64/68) Inquiry for brick making equipment. E.S.B. 26441/67.

Brazil
(60/68) Inquiry for plasticides and PVC. E.S.B. 13045/68.
(62/68) Manufacture under licence – road construction equipment. E.S.B. 12966/68.

Canada
(61/68) Agency inquiry for combination measure and funnel containers. E.S.B. 9760/68.
(61/68) Agency inquiry for textiles. E.S.B. 10815/68.
(63/68) Agency inquiry for laces; textile fabrics. E.S.B. 12584/68.
(60/68) Inquiry for steel. E.S.B. 12921/68.
(62/68) Inquiry for aircraft instruments. E.S.B. 8950/68.
(62/68) Inquiry for concrete additives. E.S.B. 13706/68.
(64/68) Inquiry for audio visual equipment; duplicating products; office machinery; plate-making equipment; printers supplies. E.S.B. 12640/68.
(64/68) Inquiry for machine tools. E.S.B. 12678/68.

Ceylon
(60/68) Agency inquiry for carbon black; plastic raw materials; rayon yarn; sugar; wheat flour. E.S.B. 10813/68.

Cyprus
(63/68) Inquiry for slide fastener manufacturing equipment. E.S.B. 11251/68.

Denmark
(61/68) Agency inquiry for toy model cars. E.S.B. 10745/68.
(62/68) Agency inquiry for motor car accessories. E.S.B. 7586/68.

Dubai
(61/68) Inquiry for presses; rolling mill; spinning machines. E.S.B. 10395/68.

Ecuador
(60/68) Inquiry for bottle filling machine. E.S.B. 13325/68.

Finland
(60/68) Agency inquiry for artificial flowers; babywear. E.S.B. 12972/68.
(60/68) Agency inquiry for carbon bricks; masonry; tower packings. E.S.B. 12582/68.
(60/68) Agency inquiry for coffee; confectionery; tea sachets. E.S.B. 12986/68.
(60/68) Agency inquiry for copper wire; DC motors; welding handling equipment and wires; welding machinery controls. E.S.B. 13052/68.
(60/68) Agency inquiry for woollen jersey fabrics. E.S.B. 13063/68.
(62/68) Agency inquiry for confectionery; spices. E.S.B. 12939/68.
(61/68) Agency inquiry for cotton, synthetic and wool fabrics. E.S.B. 12957/68.
(62/68) Agency inquiry for carpets and accessories. E.S.B. 13022/68.
(64/68) Agency inquiry for clothing; ornamental articles; philatelic articles; pipes; tie-making fabrics; toys. E.S.B. 10173/68.

France
(60/68) Agency inquiry for mechanical handling equipment. E.S.B. 1595/68.
(62/68) Agency inquiry for men's knitwear. E.S.B. 11295/68.
(62/68) Agency inquiry for surgical and rehabilitation equipment. E.S.B. 11629/68.
(63/68) Agency inquiry for dress and lingerie fabrics. E.S.B. 45343/67.
(64/68) Inquiry for accumulators; auto-transformers; batteries; commutators; generators; oscilloscopes; radiators. E.S.B. 13872/68.
(64/68) Inquiry for weaver finishing machinery. E.S.B. 14231/68.

Germany, Federal Republic of
(60/68) Agency inquiry for castor oil; chemicals; plastics raw materials; resins; turpentine oil. E.S.B. 46643/67.
(60/68) Agency inquiry for waste paper collecting and sorting. E.S.B. 12956/68.
(61/68) Agency inquiry for central heating valves; circulating pumps. E.S.B. 12958/68.
(61/68) Agency inquiry for furniture. E.S.B. 12683/68.
(62/68) Agency inquiry for gift articles and novelties. E.S.B. 11746/68.
(62/68) Agency inquiry for loose leaf ring binder mechanisms. E.S.B. 13426/68.
(64/68) Agency inquiry for conducting and telephone wire. E.S.B. 10903/68.
(64/68) Agency inquiry for motor car parts and accessories. E.S.B. 13813/68.
(61/68) Inquiry for burglar alarm systems. E.S.B. 11359/68.
(62/68) Inquiry for brass bars. E.S.B. 13677/68.
(63/68) Inquiry for ampoule handling machinery. E.S.B. 1906/68.
(63/68) Inquiry for foodstuffs. E.S.B. 11830/68.
(63/68) Inquiry for ginger. E.S.B. 13802/68.
(64/68) Inquiry for canvas and sail cloth; cotton remnants. E.S.B. 13806/68.
(64/68) Inquiry for conveyor sheets; transport belting. E.S.B. 13843/68.
(64/68) Inquiry for mattress and upholstery working machinery. E.S.B. 13883/68.

Ghana
(62/68) Inquiry in respect of stationery requisites. E.S.B. 13727/68.

Hong Kong
(60/68) Inquiry for cockroach deterrents. E.S.B. 12888/68.

India
(61/68) Agency inquiry for ultrasonic equipment. E.S.B. 43011/67.

Indonesia
(60/68) Inquiry for brass and iron wire; brass sheets; duplex board; polystyrene; tinplates; zinc sheets. E.S.B. 2684/68.

Irish Republic
(62/68) Agency inquiry for buffalo calf leathers. E.S.B. 12806/68.

Israel
(60/68) Agency inquiry for elastic webbing; hat manufacturing machinery and equipment; polyethylene textile fusing machines. E.S.B. 12299/68.
(63/68) Agency inquiry for car accessories. E.S.B. 13435/68.
(61/68) Inquiry for machine tools. E.S.B. 10880/68.
(63/68) Inquiry for fire engine assembly and parts. E.S.B. 13485/68.

Italy
(60/68) Agency inquiry for marine paints. E.S.B. 12644/68.
(61/68) Agency inquiry for aviation machine tools. E.S.B. 12666/68.
(61/68) Agency inquiry for machine tools. E.S.B. 12807/68.
(61/68) Agency inquiry for precision springs; tableware. E.S.B. 12686/68.
(62/68) Agency inquiry for plastics producing machinery; refractory materials. E.S.B. 10910/68.
(63/68) Agency inquiry for fruit juices; furnishing fabrics; powdered egg yolk and albumen. E.S.B. 12570/68.
(64/68) Agency inquiry for breakfast cereals; cutlery; domestic electrical appliances; nylon yarn. E.S.B. 12845/68.
(60/68) Inquiry for swimming pool adjunct. E.S.B. 12483/68.
(61/68) Inquiry for furnace equipment; impact hammers. E.S.B. 12077/68.
(63/68) Inquiry for enamels; floor and wall coverings; tiles. E.S.B. 42624/67.

Kuwait
(60/68) Inquiry for foundry plant and equipment. E.S.B. 12826/68.
(62/68) Inquiry for building materials; garage equipment. E.S.B. 10860/68.

Lebanon
(60/68) Agency inquiry for containers; packaging and wrapping machinery; paper; wadding. E.S.B. 8411/68.

Malawi
(63/68) Agency inquiry for rubber floor tiles. E.S.B. 11780/68.
(64/68) Agency inquiry for clothing and footwear; knitwear; suitings. E.S.B. 7960/68.

Malaysia
(62/68) Agency inquiry for pumps. E.S.B. 13638/68.

Malta
(61/68) Agency inquiry for circuit breakers; conduit pipes; plumbing fixtures and fittings; sanitary fixtures and fittings; switches; water valves. E.S.B. 12154/68.

Netherlands
(62/68) Inquiry for gas boilers. E.S.B. 12991/68.

New Zealand
(63/68) Agency inquiry for hand tools. E.S.B. 13798/68.

Nigeria
(61/68) Agency inquiry for blouses; shirts. E.S.B. 12329/68.
(60/68) Inquiry for mineral water production machinery and equipment. E.S.B. 13053/68.

North America
(64/68) Store buyers visits. E.S.B. 4763/67.

Norway
(64/68) Market report on hand and engineers small tools. E.S.B. 44373/67.

Pakistan
(62/68) Agency inquiry for office machinery. E.S.B. 13611/68.

Panama
(61/68) Inquiry for pencil-making machinery; paper clip-making machinery; rubber band-making machinery. E.S.B. 12870/68.

Portugal
(63/68) Inquiry for cable testing apparatus; transformer. E.S.B. 13824/68.

Puerto Rico
(64/68) Inquiry for sanitary fittings; steel bars and plates; valves. E.S.B. 13852/68.

Sierra Leone
(63/68) Inquiry for jute and cotton sacks; sack-making machinery. E.S.B. 13484/68.

† For further details of the 'Export Service Bulletin' see page 1104.

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Singapore
(60/68) Agency inquiry for furnishing fabrics. E.S.B. 12661/68.

South Africa
(60/68) Agency inquiry for women's clothing. E.S.B. 12684/68.
(62/68) Agency inquiry for electric heaters. E.S.B. 12689/68.
(63/68) Agency inquiry for polyethylene. E.S.B. 12818/68.
(60/68) Inquiry in respect of design consultancy services; hangar door operating mechanism. E.S.B. 10851/68.
(62/68) Inquiry for aerosol products; food products; garden specialities; household cleaning products; motor car specialist products; toilet preparations. E.S.B. 7348/67.
(63/68) Inquiry for chemicals; injector fluoridation systems. E.S.B. 13776/68.

Spain
(63/68) Market report on scientific instruments. E.S.B. 31851/67.

Sweden
(60/68) Agency inquiry for carpets. E.S.B. 13029/68.
(62/68) Agency inquiry for confectionery. E.S.B. 7809/67.

Switzerland
(60/68) Agency inquiry for laboratory washing machines. E.S.B. 13010/68.
(61/68) Agency inquiry for industrial filters. E.S.B. 12931/68.
(60/68) Inquiry for filing cabinets; page-glueing machinery and equipment; plastic trays. E.S.B. 13020/68.
(61/68) Inquiry for crane accessories. E.S.B. 4765/68.
(62/68) Inquiry for puzzles and hobby articles. E.S.B. 13646/68.
(62/68) Inquiry for steel mesh; steel tube. E.S.B. 13608/68.

Thailand
(60/68) Inquiry for car accessories; coloured foil; moulding compounds; rubber matting. E.S.B. 13062/68.

Trinidad/Tobago
(60/68) Agency inquiry for brassfoundry; coal tar; cutlery; hardware; pipes; steel bars. E.S.B. 6321/68.
(60/68) Inquiry for peanut butter producing plant. E.S.B. 12997/68.

Turkey
(63/68) Inquiry for animal feeder plant. E.S.B. 11778/68.

Uganda
(60/68) Inquiry for stationery. E.S.B. 13064/68.

United States of America
(62/68) Agency inquiry for scientific study and exploration instruments. E.S.B. 13380/68.
(61/68) Inquiry for boxed chocolates. E.S.B. 13420/68.
(61/68) Inquiry for electric motor. E.S.B. 13464/68.
(61/68) Inquiry for paper film. E.S.B. 13615/68.
(61/68) Inquiry for mirrors. E.S.B. 13451/68.
(62/68) Inquiry for furnishing fabrics. E.S.B. 13089/68.
(62/68) Inquiry for pipe jointing tape. E.S.B. 13446/68.
(63/68) Inquiry for candy boxes; electrical appliances; trays. E.S.B. 13825/68.
(64/68) Inquiry for burglar and fire alarms. E.S.B. 14162/68.
(64/68) Inquiry for domestic and industrial sewing machine parts, supplies and accessories; laundry and dry cleaning parts; supplies and accessories; sewing notions and tailors' supplies. E.S.B. 14193/68.
(64/68) Manufacture under licence in Britain – cosmetics and make-up accessories. E.S.B. 5500/68.

Various
(63/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Yugoslavia
(64/68) Agency inquiry for educational supplies; hospital equipment and supplies; office machinery; optical instruments and accessories; photographic equipment; scientific and laboratory equipment; surgical equipment. E.S.B. 6390/68.

Zambia
(61/68) Agency inquiry for foodstuffs; glassware; hardware; holloware; kitchen gadgets. E.S.B. 4269/65.
(63/68) Agency inquiry for agricultural implements; clothing; corned beef; domestic goods; glassware; pens; playing cards; shoes; suitcases; textiles. E.S.B. 9401/68.
(61/68) Inquiry for dresses; hosiery; shoes. E.S.B. 8812/68
(62/68) Inquiry for footwear. E.S.B. 13336/68.
(64/68) Inquiry for clothing; shoes. E.S.B. 13401/68.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York, Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge, the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214. Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267. Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colywn Bay, Denbighshire. (Tel. 01-0492 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a, High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland).
21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232. 34488. TELEX 74578, Answer Back – GOVNI BELFAST).

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in March 15 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page* 1109 *of this issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

South African tour

OFF TO South Africa on a fact finding visit to potato and root vegetable growing areas in the country are two directors of the Peterborough agricultural machinery manufacturers, Root Harvesters Ltd.

The directors, sales chief Mr. E. C. Turnill and technical consultant Mr. C. H. Todd, are spending two weeks in the country investigating the possibilities of expanding their company's exports of harvesting machinery to South Africa.

Discussions will also be held with machinery agents in South Africa with a view to tying up importation agreements for Root Harvesters' machines, particularly potato harvesters which have already aroused a great deal of interest among leading growers there.

Their tour includes visits to the Orange Free State, West Cape Province, Transvaal and Natal.

Bermudan enterprise

THE Company of Munrospun are opening a shop-within-shop in the more-than-a-century old store Trimingham's of Bermuda. This has followed the Munrospun shop opened during Expo 67, along the same lines, in the department store of T. Eaton Company, Montreal.

Known as the 'Munro Gathering', the new shop will feature co-ordinated ready-to-wear knitwear and yardage, themed in tone and texture and specially keyed to the young 'Tweedy' look.

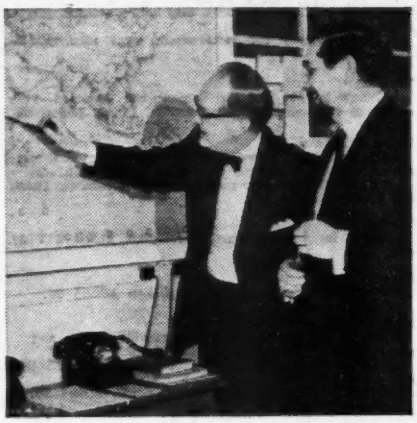
The opening was timed for March 18, coincidental with the first 'College Week' in Bermuda – Mr. Roy Munro, the managing director of Munrospun Limited, and Mr. William Henderson, director – flew to Bermuda to be present.

Export sales tour

ON his return to London Airport recently from an intensive sales tour which included visits to Bramalea, Ontario, and Montreal, Canada, Tokyo, Japan, and Adelaide, South Australia, Mr. G. W. Deith, managing director of R. E. Ingham & Co. Ltd. (of Burton Leonard, Harrogate), manufacturers of decorative wood finishes, said that there were excellent prospects for increased industrial uses of the company's products in all of these areas.

The company's real wood products include 'Point One' Parquetiles for flooring and Rollwood flexible laminate. Rollwood provides a fully-finished surface in four attractive wood grains for furniture, fitments, panelling, etc., and exports account for well over 30 per cent of the company's total production.

Mr. Deith says that Australia is undoubtedly the company's best export market with Rollwood being sold into a wide variety of application outlets. Several businessmen travelled distances of up to 2,000 miles to attend a conference arranged by R. E. Ingham's Australian and South East Asian agents, Messrs. Sanders, Roberts & Co. at Adelaide, at which time Mr. Deith demonstrated a new corner mitre principle for table top work and a new application system for television cabinets, in addition to the established applications for Rollwood. A further technique for the covering of galvanized steel ducting has been developed in Australia.



During the past six years, Mr. Bryan D. Shaw, as managing director of Norvic Footwear (Overseas) Limited, has flown over half a million miles. Between two and four times a year he has embarked on a round the world trip taking in Cyprus, East Africa, Rhodesia, South Africa, Australia, New Zealand and the United States. Since Mr. Shaw's appointment as group managing director, much of this travelling has fallen on Mr. Don Russell, Norvic overseas design director, who recently left for his third major journey since joining Norvic last April. Above the two men discuss a trip to Africa.

United States drive

THE Central Wagon Group of Companies are making a concerted attack on the American market. A team of top executives has flown to key United States centres to 'sell' Central Wagon containers, hydraulic and automotive jacks, and electric storage radiators.

Two of the most important venues are the Plant, Engineering and Maintenance Show at the Civic Centre, Philadelphia, from March 25-28 where the Group had the largest British stand, followed by a New York dockside exhibition, and the 2nd International Container Services and Equipment Exposition at Baltimore later this year.

The Central Wagon team will be headed by Colin McNeil, sales director, Central Wagon (Engineering) Ltd., and Don Darby, sales manager, Central Containers Ltd.

India wants British glass

THERE are good prospects for sales of British chemical glassware in India, according to Q.V.F. Ltd., chemical engineers, of Stoke-on-Trent.

Mr. P. P. Jaram, managing director, said that, in general, the Indian chemical and allied industries appeared to be enjoying a period of boom, and this could provide the firm with 'substantial orders later in the year'.

The firm's senior chemical engineer, Ken Molineux, returned recently from a three-weeks tour of India. Accompanied by Mr. Edwin Kaes, of the export department; Mr. Molineux made a total of 57 customer visits during the three weeks in Calcutta, Sindri, Durgapur, Madras, Trivandrum, Cochin, Hyderabad, Bombay, Ahmedabad and Baroda.

European tour

MR. P. BONHAM CARTER, marketing manager, and Mr. M. A. Lewis, export operations manager of W. A. Baxter and Sons Ltd., Fochabers, Morayshire, Scotland, are to visit Switzerland, Italy, Spain and Portugal in March/April. The purpose of the visit is to promote sales in those countries of the firm's world famous Scottish Fine Foods. These include preserves, sauces, soups, haggis, canned game in wine, jellies and Scottish fruit in syrup and brandy. The products are sold in fine food establishments in some 78 overseas markets.

During their visit to Portugal, Mr. Bonham Carter and Mr. Lewis will interview prospective agents.

Their detailed itinerary is as follows:- Zurich, March 25 to 27; Milan, March 27 to 28; Bologna, March 29; Rome, March 30 to 31; Madrid, April 1 to 2; Lisbon, April 2 to 4; Barcelona, April 5 to 6.

Mr. Bonham Carter and Mr. Lewis can be contacted through the British Trade Commissioners in the cities they are visiting and through their agents in Bologna, Zurich and Madrid. These are – A Lahner/E Tanner, Limmae ee Limmastrasse, 50 Zurich 23: M. Jose Antonio Lopez Alvarez, Pabys, Conde Buque, 21 Madrid 8: R. Rinaldi, Fratelli Rinaldi Snc, Via Mascarella, 102 Buvlogna, 40126.

European sales drive

FOLLOWING his appointment last month as sales director with Doulton Fine China Limited, the Burslem, Stoke-on-Trent, manufacturers of Royal Doulton china, Mr. John G. Bellak, has left for Germany on a month-long intensive sales campaign.

Mr. Bellak will visit all the major cities in Western Germany before going to Switzerland, and he will call at Bruges, Belgium, towards the end of his trip to make arrangements for the forthcoming 'British Week'.

Doulton Fine China already export approximately 70 per cent of their total production, the North American countries being the most important section of the market. It is expected that the European sales drive now being lead by Mr. Bellak will further expand the proportion of production sold overseas by taking full advantage of increased interest on the Continent in British fine china tableware.

Increase in overseas sales

AN impressive start to the year has been made by Jeyes Overseas Ltd., a member of Jeyes Group Ltd., which sells the Jeyes range of hygiene products to more than 70 countries. Mr. David Pinney, managing director of Jeyes Overseas Ltd. reports that sales are generally up in established markets and that a sales drive is being held to boost sales in Middle East countries.

Mr. Pinney said that Jeyes Overseas Ltd. had embarked on a campaign to increase sales in the Mediterranean area and that marketing executive Mr. John Miller is currently on a six-week tour of nine countries. In some he is seeking to increase sales where Jeyes is already established and in others he is investigating the possibility of arranging distribution of products.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Jordanian order

Further export orders are announced by Landon Kingsway Ltd., members of the Simms Group of Companies, for their Silent Automatic Wallflame burners. These latest orders involve 50 units for Jordan (the second Jordanian order in one month) and 325 units for Japan.

Record export turnover

The last six months of trading have shown a record turnover in exports from Davy and United Instruments Limited, Sheffield, a member of the Davy-Ashmore Group. Highlights of recent exports include orders totalling £135,000 from Peru, Italy and Argentina for automatic gauge control equipment; while from Luxembourg, Hungary, Belgium and Japan have come orders totalling £60,000 for non-destructive tube inspection equipment.

Important orders have also been received for Davy-United Instruments' own design of loadcell weighing equipment and loadcell based blending and weighing systems with orders worth £50,000 from Germany, Italy, Belgium, Spain and Hungary.

Rolls-Royce's recent £150 million export coup is detailed on page 1055 of this issue along with a large shipbuilding order. Details of a Stone-Platt order for Korea are given on page 1058.

Spanish order

Herbert-Ingersoll Ltd. has won an order from the Spanish firm Constructora Nacional de Maquinaria Electrica S.A., (Cenemesa), of Bilbao, for an adjustable rail milling machine. This brings the total of orders won by Herbert-Ingersoll Ltd., which started up its Daventry factory only in January to approximately £1.75 million.

African orders

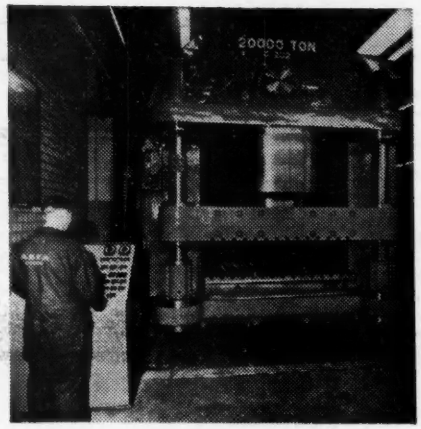
A number of 30 Amp. 240v. triple pole Contactors in fibreglass cases have been supplied for the control of the lighting on the Benghazi/Benina highway in North Africa by John Baggs Electric Ltd. of Oldham, Lancs. A number of Contactors in flameproof enclosures were also recently supplied for use in the Persian Gulf.

Ireland's first data transmission link

Ireland's first data transmission system – the Plessey 600/1200 PT Mark II – has been ordered by the Irish Sugar Company. The system will provide facilities for information to be transmitted from its factories in the provinces to its computer centre at Thurles. Previously, this information was communicated by letter, telephone and telex.

Order from eight Brazilian ships

Recent moves to expand the Brazilian shipping industry and a concerted sales drive by Marconi Marine in conjunction with their Brazilian agents Telenav Comercio e Industria Ltda., have resulted in Marconi Marine receiving orders for communications equipment and navigational aids worth more than £75,000. Some of the equipment has already been installed in three new bulk carriers and a further five are to be fitted between 1968 and 1969.



Newly Commissioned at the Lund, Sweden, works of Alfa Laval is this 20,000-*ton drawing press by ASEA. One of the biggest of its kind in Europe, the press operates on an hydraulic system engineered by Towler Hydraulics (Thorn Group) of Rodley, near Leeds.*

German order

B. & S. Massey Ltd., the Manchester firm of forging engineers, have just been awarded a substantial order by Schmiedag A. G. of Hagen, Germany, for two Massey High Speed Forging Presses of 2,500 and 1,800 tons capacity and two Massey Wide Ram Trimming and Setting Presses of 250 and 350 tons capacity.

Uganda order

After considerable research, the Ministry of Works, Communications and Housing in Kampala have decided that the Jackson Trimline model 594B will be adopted as a standard domestic electric cooker for the Uganda Government. The Crown Agents have subsequently placed a large initial order for the cooker with Radiation International Limited.

Cyprus order

An order for domestic and industrial meters, worth about £100,000, for the Electricty Authority of Cyprus, has been won by the Meter, Relay and Instrument Division of English Electric at Stafford.

Equipment for Portugal

GEC's Plant Co-ordination Division has received from Sociedale Estoril of Portugal an order valued at approximately £400,000 for electric traction equipments for new multiple-unit stock required to improve the existing electrified rail service between Lisbon, Estoril and Cascais, on the estuary of the River Tagus.

£¼ million orders from Korea and Tasmania

Quick delivery, competitve prices and on-the-spot selling have enabled AEI Large Electric Machines Division, Rugby, to win orders worth nearly a quarter million pounds from Korea and Tasmania, despite tough competition from other international companies. Delivery of the first of 12 diesel-driven/brushless generators is already under way and the sets are all scheduled to be supplying power for industrial processes by the end of September.

Orders for bearings

Davy and United Engineering Company Limited, Sheffield, (a member of the Davy-Ashmore Group), has recently gained orders for Morgoil roll neck bearings worth over £183,000, from Italy and Turkey.

Contracts from Pakistan

Pakistan Eastern Railway have awarded contracts for three new resignalling schemes, each for the supply, installation and commissioning of signalling apparatus to AEI-General Signal Ltd.

Jam for export

In the first two months of 1968, F. Duerr & Sons Ltd., preserve manufacturers, of Manchester, exported twice the tonnage of speciality foods sent abroad by them in the whole of 1967. This excellent start to the year included a 20-ton consignment to Africa as well as substantial amounts to Italy and Western Germany.

East Pakistan introduces double-deck bus services

The East Pakistan Road Transport Corporation, of Dacca, has just introduced its first-ever double-deck bus services. The first six double-deckers are now in service, and these will be followed progressively by 44 similar vehicles, now under construction. The 50-passenger chassis are 18 ft. 6in.-wheelbase double-deck Guy Arab Mk. V models.

Kuwait orders

Cockade, the London based designers and display contractors, who were responsible for the Kuwait Oil Company's permanent Information Centre at Ahmadi, have just shipped to Kuwait a complete travelling exhibition unit. This comprehensive and flexible mobile unit, incorporating a series of graphic audio-visual aids and displays, will be used by KOC to demonstrate throughout the country the facilities provided by the Company in terms of training and employment, welfare, education and housing.

Gulf order

Abacus Municipal Limited have supplied Doha Qatar in the Arabian Gulf with 300-35 ft. Tubular Steel Lighting Columns valued at approximately £8,456.

Orders for pumps

Hayward Tyler & Company Limited, the pump manufacturer of Luton and East Kilbride, has received export orders totalling £136,000 for France and South Africa.

Seed potato exports

Expanding prospects for seed potato exports are reported by Mr. Bill Wilson, West Cumberland Farmers' potato officer. Three consignments of certified Scotch foundation stock Majestic totalling 60 tons have been sent in the past two months by WCF to an Italian buyer near Naples. These potatoes, dressed and inspected to Italian standards, were shipped from Dover and delivered across Europe by rail.

Exports to Jamaica

A new market for their honeycomb core has been achieved in Jamaica by Dufaylite Developments Ltd., St. Neots, Hunts. The company has just shipped 12,000 flush door cores to the Arawak Woodworking Estab. Co. Ltd., Harbour Head, Kingston, 17, Jamaica, for use in the first 500 homes in a 1,500-house development.

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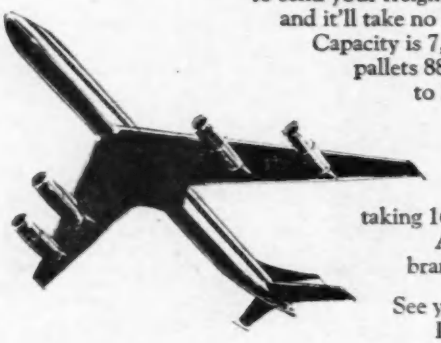

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Cargo System

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are regisered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Global quotas for pears

THE FRENCH *Journal Officiel* of March 20 announced that pears (Tariff No. 08.06 BII) originating in and imported from all countries other than member countries of the EEC and other than those listed in Article 86 of the Arrêté of January 30, 1967, may be imported between April 1 and May 31.

The fruit, which must conform to the quality standards 'Extra' and 'I' as set out in the EEC notice of April 4, 1962, will be imported according to the procedure laid down for liberalized products in the decision of January 30, 1967. The same procedure applies to Grade II fruit, but the minimum price arrangement does not apply between April 1 and May 31.

Importers must conform to Ruling No. 80/60 of the Commission of the European Economic Community of July 31, 1963, concerning the quality control of fruit and vegetables imported from third countries.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248-5757, Ext. 423/408/288).

Bowyers (Wiltshire) Ltd.'s meat pies are now being eaten in the Champs Elysée. This follows the successful sales trial carried out in Paris by Bowyers to see if typically English meat pies would suit the French palate. Pie tastings were arranged in several major French stores, and public reaction showed a market existed for the products. An agent and distributor have been appointed for the Paris and surrounding areas, and sales outlets arranged in supermarkets and restaurants, including picnic shops along the Champs Elysée and the restaurant at the Louvre. The picture shows one of a small fleet of sales vans carrying Bowyers (Wiltshire) products in Paris.

Global quotas for imports

THE FRENCH *Journal Officiel* of March 16 announced the opening for the first half of 1968 of the following quotas for the import of goods from all countries outside the Franc Zone.

Applications for import licences on form AC should be sent to the Direction Générale des Douanes et Droits Indirects (Division des Authorisations Commerciales), 8 rue de la Tour des Dames, Paris, 9e. Application forms must bear in the appropriate place the inscription 'Contingents globaux – Avis du 16 Mars, 1968, No. de Code.....'.

Applications to import goods in the following lists, which, when imported from Britain, are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

A. Products to be imported by Associations or similar organizations

Code No. Quota	Tariff No.	Product and importing association
770	48.01 A and E.I.	Newsprint and paper for periodicals – Société Professionelle des Papiers de Presse, 8 rue Yvon-Villareau. Villarceau, Paris, 16e.

(*Continued on next page*)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given in the February* 9 *issue of the* Board of Trade Journal.

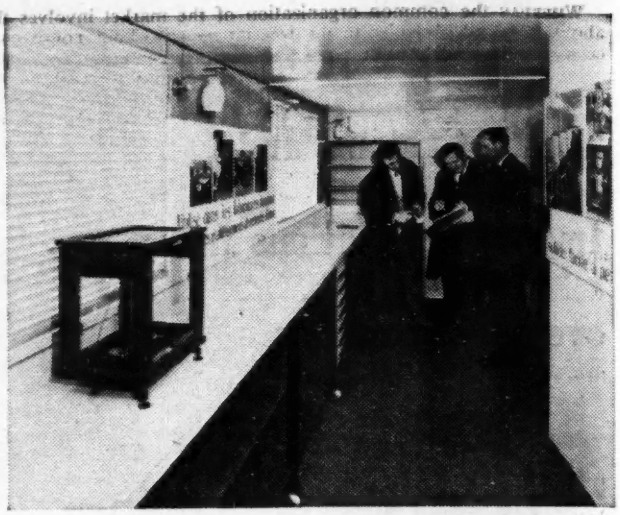
FRANCE, *continued*

B. Products to be imported under licences for which applications are examined as and when received

Quota No.	Tariff No.	Product
026	02.01 ex B (1)	Offal and guts for organo-therapeutic uses.
0261	02.01 ex B (2)	Offal other than of domestic porcine and bovine species.
DA	Miscellaneous (3)	Various agricultural products with the exception of those imported under the minimum price arrangements.
25	73.02 IJ III, 78.01, 79.01, 81.03 ex A, 81.04 FI, IJI, M, NI, PI.	Ferro-alloys, metals and scrap of non-ferrous metals.
254	75.01 ex B	Electrolic nickel.
SMC	Miscellaneous (3)	Various products imported under the authority of the Services Métaux Minerais et Matériaux de Construction de la Direction des Mines.
31	Ex 73.01	Charcoal iron.
463	85.21 C, 85.21 EI	Semiconductors and parts of semiconductors.
DME	Miscellaneous (3)	Various mechanical and electrical equipment.
47	Miscellaneous (3)	Various aeronautical equipment.
48	Ex 89.01 B, ex 89.02	Sea-going vessels (including pleasure and sports boats) and tugs.
50	12.01 ex G	Edible ground nuts
51	Miscellaneous(3)	Sundry raw matrials and miscellaneous products for the chemical industry.
53	Miscellaneous (3)	Raw materials for antibiotics, cortisones and miscellaneous steriods.
535	Miscellaneous (3)	Other raw materials for pharmaceutical uses.
539	38.19 Q, IV, ij	Various culture and reactive media.
5398	38.08 ex A	Colophony
54	Miscellaneous (3)	Miscellaneous parachemical products.
56	Ex Chap. 70	Miscellaneous glass manufactures.
DIDT	Miscellaneous (3)	Various products under the authority of Direction des Industries Diverses et des Textiles.

(1) The goods admitted under this heading must be used for organo-therapeutic purposes within a period of one year and are subject to the conditions laid down in an order of June 28, 1963.
(2) Imports of the products listed under 02-61 are reserved for importers who have contracts with FORMA.
(3) Importers must show on their licences the customs tariff numbers of the goods. For quota DA they should refer to the notice of January 26, 1963, which laid down the rules for making import licence applications in respect of certain agricultural food products.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).



Two executives from Dexion Limited of Wembley have left on an intensive sales drive throughout France. A mobile exhibition has been mounted to promote Apton – the company's square tube construction system already well established in the United Kingdom as 'Speedframe'. In a two-week programme, the executives expect to make at least 40 stops for demonstrations in a tour worked out in collaboration with Dexion's French Apton distributors – la Société Comedo of Corbeil-Essonnes. Dexion Limited already export about 70 per cent of the output of their slotted angle and are now building up substantial sales of Apton throughout the world.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for live plants and products of the flower-growing industry

THE *Board of Trade Journal* dated March 22, 1968 (page 940) contained an announcement about Regulation (CEE) No. 234/68 (*Journal Officiel* No. L55 dated March 2, 1968) which sets up the common organization of the market for live plants and floriculture products as from July 1, 1968. The following is a translation of this Regulation. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French, German, Italian and Netherlands languages.

THE EUROPEAN COMMUNITY

REGULATION (EEC) No. 234/68 OF THE COUNCIL of February 27, 1968,

THE COUNCIL OF THE EUROPEAN COMMUNITIES,

HAVING REGARD to the Treaty setting up the European Community, and in particular Articles 42 and 43 thereof;

HAVING REGARD to the proposal of the Commission;

HAVING REGARD to the opinion of the Assembly;

WHEREAS the operation and development of the common market in agricultural products must be accompanied by the establishment of a common agricultural policy and whereas this should in particular include a common organization of agricultural markets which may take various forms according to the products concerned;

WHEREAS the production of live plants and products of the flower-growing industry is of particular importance to the agricultural economy in certain regions of the Community; whereas for growers in these regions, such products represent a major part of their income; whereas therefore by means of appropriate measures, the rational marketing of such products should be encouraged and the stability of the market assured;

WHEREAS one of the measures to be taken in introducing the common organization of the market is the application of common standards of quality to the products in question; whereas the application of these standards should have the effect of eliminating from the market products of unsatisfactory quality and of promoting commercial relations on the basis of genuine competition, thus contributing to an improvement in the profitability of production;

WHEREAS the application of these standards makes some form of inspection of quality necessary for the products which are subject to standardization; whereas therefore, measures should be laid down to ensure such inspection;

WHEREAS exports of flowering bulbs to third countries are of considerable economic importance to the Community; whereas the continuation and development of such exports may be assured by the stabilization of quotations for this trade; whereas therefore minimum prices for the export of the products in question should be laid down;

WHEREAS the common organization of the market in live plants and products of the flower-growing industry justifies the application of the Common Customs Tariff; whereas in addition the co-ordination and unification of import systems with regard to third countries should be carried out without delay;

WHEREAS in order not to leave the Community market defenceless against the exceptional disturbances which could occur as a result of imports and exports, the Community should be permitted to take all necessary measures without delay;

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

WHEREAS the common organization of the market involves the abolition of all obstacles to the free movement of the goods concerned within the internal frontiers of the Community;

WHEREAS the provision of the Treaty, permitting increases in aid granted by Member States and the prohibition of aid which is incompatible with the common market, should be made applicable to live plants and products of the flower-growing industry;

WHEREAS in order to facilitate the introduction of the provisions envisaged, some procedure setting up close co-operation between Member States and the Commission under a Management Committee should be provided for;

WHEREAS the common organization of the market in live plants and products of the flower-growing industry must have due regard at one and the same time for the objectives laid down in Articles 39 and 110 of the Treaty;

HAS ADOPTED THIS REGULATION:

Article 1

A common organization of the market in live plants and products of the flower-growing industry shall be established, which shall include a system of common standards of quality and trade covering the products coming under Chapter 6 of the Common Customs Tariff.

Article 2

With a view to encouraging initiative in trading and inter trading, the following measures may be taken in the Community in respect of the products referred to in Article 1:

measures intended to improve their quality and develop their use;

measures intended to promote better organization of production and marketing;

measures intended to facilitate the study of the development of market prices.

The general rules with regard to these measures shall be adopted in accordance with the procedure laid down in Article 43(2) of the Treaty.

Article 3

In respect of the products referred to in Article 1, or in respect of groups of such products, standards of quality, size and packing, as well as the field of application of these standards may be determined; they may relate in particular to the classification per category of quality, to wrappings and presentation as well as markings.

When standards have been adopted, the products to which they apply may not be offered for sale, put on sale, sold, delivered or marketed otherwise than in accordance with the said standards.

The standards and general rules for their application shall be adopted by the Council acting upon a proposal of the Commission in accordance with the voting procedure laid down in Article 43(2) of the Treaty.

Article 4

Adjustments to be brought to the standards of quality, to take account of the requirements of production and marketing techniques, shall be decided in accordance with the procedure laid down in Article 14.

Article 5

1. Member States shall submit products for which standards of quality are determined, to a conformity supervision. They shall notify other Member States and the Commission not later than one month after the coming into operation of each standard of quality, of the name and address of the bodies entrusted with the supervision of the product or group of products for which the standard has been adopted.

2. The procedure for applying paragraph 1 shall, when necessary, be adopted in accordance with the procedure laid down in Article 14, taking into account in particular the need to ensure the co-ordination of activities of the supervisory bodies as well as the interpretation and uniform application of the standards of quality.

Article 6

When the standards have been fixed, all offers made to the public by means of advertisements, catalogues or price lists, must include, where the price is shown, some mention of the nature of the product and its size.

Article 7

1. Every year, beginning in 1968, one or more minimum prices for exports to third countries may be fixed in accordance with the procedure laid down in Article 14, for each of the products coming under CCT No. 06.01A, in good time, before the marketing season.

Exports of such products must be effected at a price equal to or above the minimum price fixed for the product in question.

2. The procedure for applying paragraph 1 shall be adopted in accordance with the procedure laid down in Article 14.

Article 8

1. The Common Customs Tariff shall be applied as from July 1, 1968 to the products referred to in Article 1; as from that date, collection of all other customs duties shall be prohibited.

2. The necessary provisions relating to the co-ordination and unification of the import systems applied in each of the Member States with regard to third countries will be adopted by the Council, on the proposal of the Commission in accordance with the voting procedure laid down in Article 43(2) of the Treaty, before July 1, 1968. These measures will be applied at the latest on January 1, 1969.

Article 9

1. If, within the Community, the market of one or more of the products referred to in Article 1 is affected by or is threatened with serious disturbances resulting from imports or exports, which are likely to endanger the objectives of Article 39 of the Treaty, appropriate measures may be applied in trade with third countries until the disturbance or threat of disturbance has passed. The Council, acting on a proposal of the Commission, in accordance with the voting procedure laid down in Article 43 (2) of the Treaty, shall adopt the procedure for applying this paragraph and shall define the cases and limits within which Member States may take protective measures.

2. If the situation referred to in paragraph 1 occurs, the Commision may, at the request of a Member State or on its own initiative, decide on the necessary measures which shall be notified to the Member States and be immediately applicable. If the Commission receives a request from a Member State, it shall take a decision relating thereto within the 24 hours following receipt of the request.

3. All Member States may refer to the Council any measure taken by the Commission within three working days following the day of its notification. The Council shall meet without delay. It may, in accordance with the voting procedure laid down in Article 43(2) of the Treaty, amend or cancel the measure in question.

Article 10

1. The following shall be prohibited in trade within the Community:

The collection of all customs duties or taxes having equivalent effect; all restrictions as to quantity or measures having equivalent effect; recourse to Article 44 of the Treaty.

2. In derogation from the provisions of paragraph 1, second and third indents, the continuation of restrictions as to quantity or measures having equivalent effect and recourse to Article 44 of the Treaty shall still be authorized:

for unrooted cuttings and slips of vines (CCT No. 06.02AI) and young vine plants, grafted or rooted (CCT No. 06.02 B) until the date fixed for the application in all Member States of the provisions to be adopted by the Council with regard to marketing stocks for the vegetative reproduction of the vine;

for potted plants and young fruit trees and bushes (CCT No. 06.02 CII) until December 31, 1968.

In so far as potted plants and young fruit trees and bushes (CCT No. 06.02 CII) are concerned, the Council shall adopt the measures which might become necessary in accordance with Articles 3, 12 or 18 of this Regulation.

Article 11

Subject to the contrary provisions of this Regulation, Articles 92 to 94 of the Treaty shall apply to the production of and trade in the products referred to in Article 1,

Article 12

The Council, acting in accordance with the procedure laid down in Article 43(2) of the Treaty, shall adopt the measures necessary to further the provisions of this Regulation in keeping with the experience which has been acquired.

(*Continued on page* 1117)

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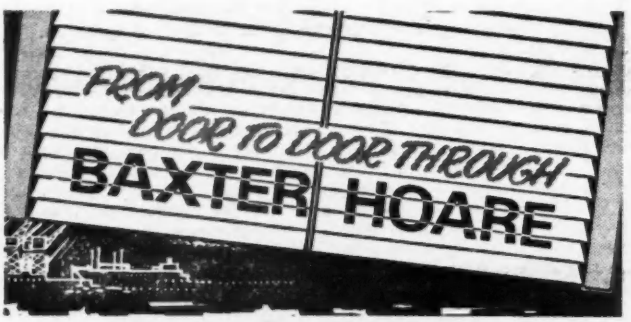

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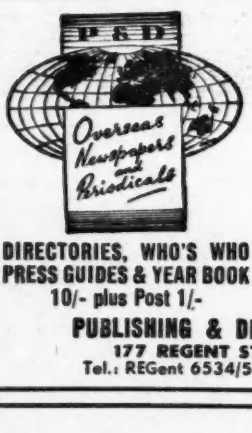

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Article 13

1. There shall be set up a Management Committee for live plants and products of the flower-growing industry, hereafter called the 'Committee', which shall be composed of representatives of the Member States and presided over by a representative of the Commission.

2. Within the Committee the votes of the Member States shall be weighted in accordance with Article 148(2) of the Treaty. The chairman shall not take part in the vote.

Article 14

1. Where reference is made to the procedure defined in this Article, the matter shall be referred to the Committee by its chairman, either on his own initiative or at the request of a representative of a Member State.

2. The representative of the Commission shall submit a draft of the measures to be taken. The Committee shall give its opinion on such measures within a time limit to be fixed by the chairman according to the urgency of the questions submitted for examination. Decisions shall be taken by a majority of 12 votes.

3. The Commission shall adopt measures which shall apply immediately. However, if they are not in accordance with the opinion given by the Committee, any such measures shall immediately be notified to the Council by the Commission. In that case the Commission may postpone the application of the measures decided on by it for a maximum of one month from the time of such notification.

The Council, acting in accordance with the voting procedure laid down in Article 43(2) of the Treaty, may take a different decision within one month.

Article 15

The Committee shall examine all other questions brought up by its chairman on his own initiative or at the request of a representative of a Member State.

Article 16

At the end of the transitional period the Council, acting on a proposal of the Commission in accordance with the voting procedure laid down in Article 43(2) of the Treaty, shall decide, in the light of experience which has been acquired, upon the continuation or amendment of the provisions of Article 14.

Article 17

This Regulation must be applied so that due regard is had at one and the same time for the objectives laid down in Articles 39 and 110 of the Treaty.

Article 18

This Regulation shall be applied, without prejudice to the provisions which have been adopted or which are to be adopted with a view to approximating the legislative, statutory and administrative provisions of Member States, which aim at the continuation or improvement of the technical or genetic level of production of certain products coming under Article 1 and which are intended specifically for reproduction.

Article 19

This Regulation shall come into force on the third day following its publication in the *Official Journal of the European Communities*. It shall be applicable as from July 1, 1968.

This Regulation shall be binding in its entirety and directly applicable in all Member States.

Done at Brussels, February 27, 1968.

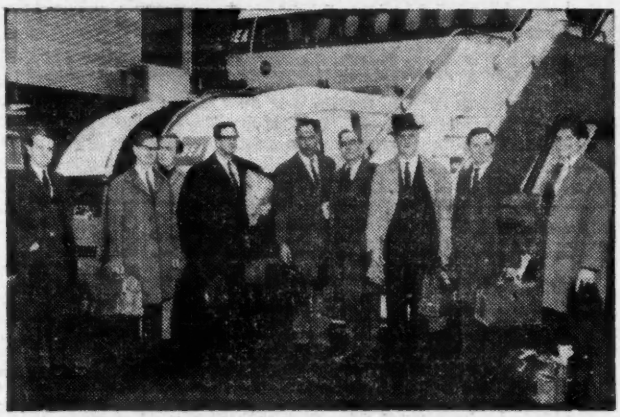
By the Council,
The President,
E. FAURE.

The *Journal Officiel* No. L71 dated March 21, 1968, contains the text of the following Regulations which also affect trade in this sector.

Regulation (CEE) No. 315/68 which fixes the quality grades for flower bulbs, corms and tubers, dormant.

Regulation (CEE) No. 316/68 fixes the quality grades for fresh cut flowers and fresh foliage.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.



Seen departing from London airport are senior representatives of British car component manufacturers on a selling mission to Germany, organized by BNEC Export Council for Europe's European Components Service. From left to right are: Mr. John Payné, export sales manager of William Warne & Co.; Mr. Denis Gladwell, joint sales manager of J. Sankey & Sons Ltd.; Mr. A. G. Grattan, ECE European Components Service; Mr. R. Sulkin, general sales manager of Rotherham & Sons Ltd.; Mr. John Bennett, sales director of Sagar-Richards Ltd.; Mr. N. Bartlett, sales manager of G. Clancey Ltd.; Mr. F. R. Humphrey, managing director of Concentric Pumps Ltd. (leader); Mr. G. H. Wood, wheel sales manager of J. Sankey & Sons Ltd. and Mr. N. Drummond, ECE European Components Service.

Imports into the European Economic Community

THE *Journal Officiel des Communautés Européennes* No. C24 dated March 22, 1968, contains the text of a proposed regulation which has been submitted to the Council for approval. This proposed Regulation relates to the setting up of a special import system for certain products originating in the East bloc countries, People's Republic of China, United Arab Republic, North Korea, Cuba, Israel, India or Pakistan. The products affected by this Regulation are cereals, pigmeat, eggs, poultry, fruit and vegetables, milk, cattlemeat, rice, sugar, fats, and products used in the wine industry.

Further details and the French text of the above proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

Trade in processed agricultural products

THE *Board of Trade Journal* dated March 8, 1968 (page 793), contains an announcement about trade in processed agricultural products.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes* No. L73 dated March 23, 1968.

Regulation (CEE) No. 331/68 determines the conditions to be fulfilled by the certificates provided for in Regulation 372/67/CEE (*Board of Trade Journal* dated August 11, 1967, page 366). These certificates are required by the authorities when 'fondue' is imported into any of the Member States.

Regulation (CEE) No. 332/68 establishes a list of organizations issuing the certificates referred to in Regulation (CEE) No. 331/68 mentioned above.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

(*Continued on next page*)

EEC, *continued*

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
340/67	Fixing the levies applicable to cereals and wheat or rye flour groats and meal	10d. (1s. 1d.)
446/67	Altering the refunds applicable to the export of processed products based on cereals	8d. (11d.)
484/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
497/67	Fixing the levies applicable to cereals and to wheat or rye flour groats and meal	10d. (1s. 1d.)
498/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
499/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
502/67	Altering the corrective amount applicable to refunds on cereals	8d. (11d.)
545/67	Fixing the corrective amount applicable to refunds on cereals	10d. (1s. 1d.)
548/67	Altering the premiums to be added to levies on rice and broken rice	8d. (11d.)
601/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
658/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
663/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
672/67	Fixing the corrective amount applicable to the refund on cereals	10d. (1s. 1d.)
676/67	Fixing the export refunds for rice and brokens	10d. (1s. 1d.)
691/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
692/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
693/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
695/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
714/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated March 29, 1968 (page 1023) contained an announcement about the common organization of the market for oils and fats.

The text of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 320/68 completes the annex to Regulation No. 225/67/CEE (see *Board of Trade Journal* dated October 6, 1967) which relates to the methods for determining the world market price for oil seeds (*Journal Officiel* No. L69 dated March 20, 1968).

Regulation (CEE) No. 338/68 relates to certain transitory measures applicable in France in the hemp seeds sector (*Journal Officiel* No. L73 dated March 23, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Company Law

THE *Journal Officiel des Communautés Européennes* No. L65 dated March 14, 1968 contained the text of Directive No. 68/151/CEE which concerns company law.

This Directive co-ordinates and renders of equal value, the guarantees which Member States require of companies and firms within the meaning of Article 58, second paragraph, of the Treaty of Rome, so as to protect the interests of both members and outsiders.

The French text of this Directive may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423),

Common organization of the market for rice

THE *Board of Trade Journal* dated March 29, 1968 (page 1024) contained an announcement about the common organization of the market for rice.

The text of the following Regulations which also affect trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 324/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L70 dated March 21, 1968).

Regulation (CEE) No. 333/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L72 dated March 22, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated March 8, 1968 (page 795) contains an announcement about the establishment of the common organization of the market for milk and milk products.

The *Journal Officiel des Communautés Européennes* No. C25 dated March 25, 1968 contains the text of a proposed regulation which has been submitted to the Council for approval concerning the fixation of the indicative price for milk, the intervention price for butter, the reduction amounts for skimmed milk and powdered skimmed milk, for the milk marketing year 1968/1969.

The French text of the above proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

Common organization of the market for cereals

THE *Board of Trade Journal* dated March 29, 1968 (page 1023) contained an announcement about the common organization of the market for cereals.

The text of the following Regulations which also affect trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 324/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L70 dated March 21, 1968).

Regulation (CEE) No. 333/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L72 dated March 22, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

EUROPEAN FREE TRADE ASSOCIATION

Consignments of small value

SOME EFTA COUNTRIES have recently revised the upper limits for small value consignments. The list below shows the current limits for all EFTA countries.

Austria, 2,000 schillings
Denmark, 550 kroner
Finland, 325 markkas
Norway, 500 kroner
Portugal 2,500 escudos
Sweden, 400 kronor
Switzerland, 350 francs
United Kingdom, 30 pounds sterling

Consignments of small value require only a short EFTA declaration and are exempted from the EFTA 'no drawback' rule.

Inquiries about this notice should be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301/2302).

Members of the Danish Bridge Committee alongside ropes completed for the new Lillebaelt Bridge, Denmark, during a visit to the Doncaster works of British Ropes Limited. Conducting the party, which was led by Mr. K. O. Larsen, chairman of the committee (a Danish Government body) and included Dr. Chr. Ostenfeld of Ostenfeld and Jønsen, designers of the bridge, is Mr. Ronald Knox, British Ropes' chief bridge engineer. British Ropes are supplying 4,000 tons of bridge cable for the Lillebaelt road suspension bridge which will link Jutland with the Island of Fyn. Shipments begin in May. Worth in the region of £1 million, this is the largest single export order which British Ropes Limited have received to date.

PORTUGAL

Amendments to the customs tariff

A SUPPLEMENT to the Portuguese *Diario do Governo*, First Series, No. 44 of February 21, 1968, published an Order in Council offering investment incentives to industry through tax concessions and bringing into force on a temporary basis special rates of import duty on a wide range of raw materials and machinery. The provisions of the new legislation with regard to import duties are summarized below.

(1) With effect from the date of publication, imports by industrialists or traders of raw materials falling under the tariff headings in the following lists shall benefit for the time being from the complete elimination of, or a 50 per cent reduction in, the import duty:

Tariff items to be exempted from import duty

05.01						
05.02	25.10					
05.03	25.11	28.30.06				
	25.12					
05.04.01	25.13.03	28.32.01	28.47.05			
05.04.02	25.19	28.32.02	28.56.02	29.16.03		
12.03	25.24	28.35.01	29.02.09	29.16.05	32.06	
13.01	25.27	28.36	29.03.03	29.16.13	32.07.03	54.01
13.02	25.31	28.37.01	29.03.05	29.19.03	32.07.04	54.02
14.01	26.01.03	28.37.02	29.04.07	29.22.03	32.08.01	55.01.01
14.02.01	27.04	28.38.12	29.04.10	29.23.06	32.08.02	57.01
14.02.02	27.07.01	28.39.02	29.06.01	29.24	32.09.01	57.02
14.03	27.13	28.39.03	29.06.04	29.25.03	41.01	57.03
14.05	27.15	28.39.04	29.07.04	29.26.03	44.03.03	57.04
15.07.11	27.16	28.40.04	29.08.01	29.27	45.01.01	70.20.01
15.10.02	28.03	28.40.05	29.08.04	29.28.01	45.02.01	70.20.02
23.04	28.05.01	28.40.07	29.11	29.30	47.01	73.03
25.03	28.13.02	28.42.05	29.13.03	29.34	48.01.12	73.04
25.04	28.20	28.42.06	29.13.06	29.35.07	48.01.13	74.01.02
25.05	28.23	28.42.08	29.14.01	29.35.09	48.04.01	74.01.03
25.07.02	28.25	28.43.01	29.14.05	29.36	48.07.01	74.01.04
25.08.01	28.26	28.43.06	29.14.23	29.37.03	48.15.01	75.01
	28.28.01	28.45.02	29.14.24	29.38.02	48.15.22	76.01
		28.45.03	29.15.01	32.04	48.15.27	79.01
			29.16.02	32.05.01	53.01.01	80.01
				32.05.03	53.02.01	81.04.01
					56.02.02	

Tariff items benefiting from 50 per cent reduction in import duty

28.21.01	29.02.05	41.03	
28.38.01	41.02.03	56.01.02	

(2) In addition to the above, manufacturing concerns in the industrial sectors listed below are also to be given the benefit of exemption from customs duties on imported equipment falling under certain other tariff headings, provided that they apply for such exemption, and that the national supplying industries are unable to produce identical equipment of the same quality.

Industrial sectors which may benefit under the above provision

Canning and preserving of fruit and of horticultural products
Biscuits
Farinaceous foods
Textile industries
Boot and shoe manufactures
Clothing manufactures, other than footwear
Furniture industry
Paper and paper goods industries
Printing and allied industries
Industries connected with tanning and articles of leather and hides, except those of footwear and of other articles of clothing
Basic chemical industries, including fertilizers
Manufactures of stone – masonry
Basic industries of non-ferrous metal
Manufacture of metal products, other than machinery and transport material
Construction of machines, with the exception of electrical machines
Construction of electrical machinery, apparatus, utensils and other material
Construction and erection of railway material
Manufacture of parts and accessories for motor vehicles
Manufacture of professional and scientific instruments, of measurement and precision
Manufacture of jewels and goldsmiths' articles.

Tariff headings relating to equipment referred to at (2) above

73.18	80.05	84.15	84.38	84.63
73.20	81.01.03	84.16	84.39	84.64
73.21.04	81.02.03	84.17.02	84.40	84.65
73.21.05	81.03.03	84.17.03	84.41.02	85.01
73.21.06	81.04.03	84.17.04	84.41.03	85.02
73.21.07	81.04.05	84.17.05	84.41.04	85.08
73.21.08	84.01	84.17.06	84.42	85.11
73.22	84.02	84.18	84.43	85.18
73.24	84.03	84.19.02	84.44	85.19
73.25	84.04	84.19.03	84.45	85.21
73.40.02	84.05	84.20	84.46	85.22
73.40.03	84.06.02	84.21.04	84.47	85.28
74.07	84.06.03	84.21.05	84.48	90.11
74.08	84.06.04	84.22	84.49	90.12
74.09	84.06.05	84.30.01	84.50	90.15
74.10	84.07	84.30.03	84.56	90.20
75.04	84.08	84.30.04	84.59.01	90.22
76.06	84.09	84.31	84.59.02	90.23.01
76.07	84.10.01	84.32	84.59.03	90.23.03
76.08	84.10.03	84.33	84.59.04	90.23.04
76.09	84.10.04	84.34.01	84.59.05	90.24
76.11	84.10.05	84.34.06	84.59.07	90.25
76.12	84.11	84.34.07	84.59.08	90.26
77.02.02	84.12	84.34.08	84.60	90.27
77.02.03	84.13	84.35	84.61	90.28
78.05	84.14	84.36	84.62	90.29
79.04		84.37		

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

EFTA duty reductions

THE PORTUGUESE *Diario do Governo*, First Series, No. 44 of February 21, 1968 publishes Decree Law No. 48252, listing a further range of goods additional to those covered by Decree Law No. 47957 of September 25, 1967 which are in future to follow an accelerated timetable of import duty reductions under the EFTA Convention, when applicable. Under this Decree the amount of duty still remaining on the goods mentioned below will be eliminated by annual reductions of 10 per cent of the basic duty as defined in the Convention, starting from January 1, 1968.

In regard to sub-headings 29.44.01 and 29.44.03 this time-table supersedes the rates of reduction laid down under Decree Law No. 46966 published in the *Board of Trade Journal* dated May 27, 1966.

(*Continued on next page*)

PORTUGAL, *continued*

List of Items Affected

Heading No.	Sub-Heading No.	Description
Ex 21.02		Extracts, essences or concentrates of coffee
29.44	01	Penicillin and its salts
	03	Tetracyclin, chlorotetracyclin and their salts
	ex 05	Chloramphenicol and its salts
56.07		Woven fabrics of man-made fibres (discontinuous or waste)
58.01		Carpets, carpeting and rugs, knotted (made up or not)
58.02		Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not)
58.03		Tapestries, hand-made, of the type Gobelins, Flanders, Aubusson, Beauvais and the like, and needle-worked tapestries (for example petit point and cross stitch) made in panels and the like by hand
60.04		Under garments, knitted or crocheted, not elastic nor rubberized
60.05		Outer garments and other articles, knitted or crocheted, not elastic nor rubberized
61.01		Men's and boys' outer garments
61.02		Women's, girls' and infants' outer garments
61.03		Men's and boys' under garments, including collars, shirt fronts and cuffs
61.04		Women's, girls' and infants' under garments
69.12		Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery
69.13		Statuettes and other ornaments, and articles of personal adornment; articles of furniture
70.10		Carboys, bottles, jars, pots, tubular containers and similar containers of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass
70.13		Glassware (other than articles falling in heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:
		Of other glass
	02	Coloured, matt, engraved, irridescent, cut, marbled, opaque, opal or painted, or moulded with hollows or protruding parts
	03	Not specified
73.02		Ferro-alloys
74.18		Other articles of a kind commonly used for domestic purposes, builders' sanitary ware, for indoor use and parts of such articles and ware, of copper
84.51	01	Typewriters
84.60		Moulding boxes for metal foundry; moulds of a type used for metal (other than ingot moulds) for metallic carbides, for glass, for mineral materials (for example ceramic paste, concrete or cement) or for rubber or artificial plastic materials

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

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ALGERIA

Imports of bovines (correction)

THE ALGERIAN *Journal Officiel* of March 8, 1968, published the following correction to the notice about the import of bovines published in the *Board of Trade Journal* of March 15:

Delete:

01-02 A II and B Live animals of the bovine species

Substitute:

01-01 A IIa and b I Live animals of the bovine species for slaughter.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/75).

GHANA

Change of name of Guinea Press Ltd.

THE FOLLOWING announcement appeared in the *Ghanaian Times* of March 20, 1968:

'*New Times Limited,*
PO Box 2638,
Accra.

'NOTICE TO ALL OUR CREDITORS,
DEBTORS AND GENERAL PUBLIC

'Be it noted that pursuant to Section I of National Newspapers (Guinea Press Limited) (Interim Reconstitution) Decree, 1968 (NLC Decree No. 230) the name of our company formerly known as "Guinea Press Limited" has been changed and shall be known as

'*New Times Limited.*

'All concerned are hereby instructed to change their records accordingly.

'Future correspondence should therefore be communicated to the following address:

'*New Times Limited,*
PO Box 2638,
Accra.
S.N. DATTA
SECRETARY.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064).

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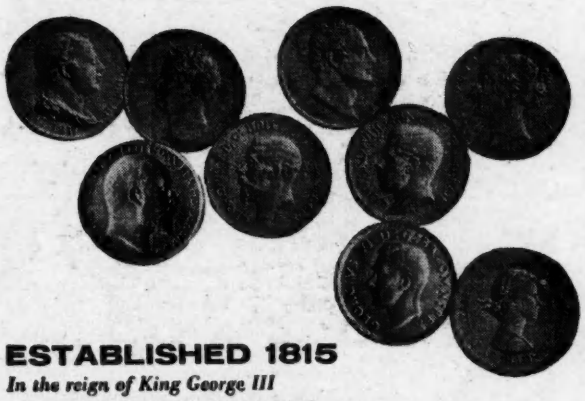

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LIVERPOOL	Cunard Building, Liverpool, 3.	051-236 7917
LIVERPOOL AIRPORT	Room 21, Terminal Building, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 261/265 Corn Exchange Building, Fennal Street, Manchester, 4.	061-832 9386
MANCHESTER AIRPORT	Building No. 10, Manchester Airport, Wythenshawe, Manchester, 22.	061-437 1861
NEWCASTLE-UPON-TYNE	"D" Floor Milburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle Airport, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-58058
PRESTWICK	Cargo Building, Prestwick Airport, Prestwick, Ayrshire.	0292-79275
SOUTHAMPTON	18 Canute Road, Southampton.	0703-23731
PARIS	8 Rue D'Enghien, Paris 10e, France.	PRO 27-49
PARIS AIRPORT	Orly Airport B.P., France.	235-1596
TORONTO	160 Bay Street, Toronto, Ontario, Canada.	EM-4-7431
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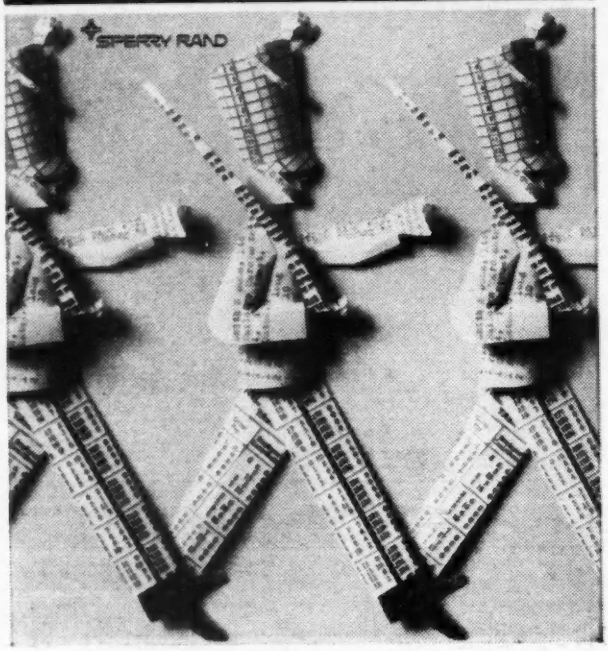

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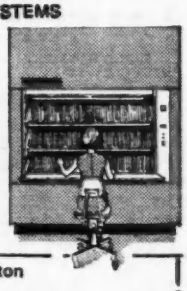

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RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the Customs tariff in Rhodesia despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amndment) Notice, 1968 (No. 2) published as Rhodesia Notice No. 203 of 1968 on March 22, amends the Rhodesia Customs Tariff. The sub-item affected and the new rates of duty are are follows:

Tariff Item No.	Item	Duty
21	(2) Cornflour, patent or proprietary farinaceous and cereal foods, including oatmeal and rolled oats:	
	(a) Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, cornflakes and similar products):	
	(i) Based on bran . . . *ad val.* or per lb.	20% £0 1s. 0d. whichever duty shall be the greater.
	(ii) Coated with sugar, honey or other sweetening agents . . . . . *ad val.* or per lb.	20% £0 1s. 0d. whichever duty shall be the greater.
	(iii) Puffed wheat, n.e.s. . . . *ad val.* or per lb.	20% £0 1s. 0d. whichever duty shall be the greater.
	(iv) Other . . . . . *ad val.*	20%
	(b) Other . . . . . *ad val.*	20%

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 463, published in the South African Government *Gazette* of March 22, contains applications to the Board of Trade and Industries for increase in duty on

1. (a) Pharmaceutical grade salicylic acid, from 35 per cent *ad valorem* or 25c per lb. (General) and 15 per cent *ad valorem* (MFN) to 15 per cent *ad valorem* or 44c per lb. less the f.o.b. price;
   (b) acetylsalicylic acid, from 35 per cent *ad valorem* or 25c per lb. (General) and 15 per cent *ad valorem* (MFN) to 15 per cent *ad valorem* or 50c per lb. less the f.o.b. price;
   (c) methyl salicylate, from free to 15 per cent *ad valorem* or 45c per lb. less the f.o.b. price;
   (d) magnesium trisilicate, from 15 per cent *ad valorem* to 15 per cent *ad valorem* or 45c per lb. less the f.o.b. price;
   (e) paracetamol, from 10 per cent *ad valorem* to 15 per cent *ad valorem* or 119c per lb. less the f.o.b. price; and
   (f) phenacetin, from 10 per cent *ad valorem* to 15 per cent *ad valorem* or 83c per lb. less the f.o.b. price.
2. Carboxy methyl cellulose, from 10 per cent *ad valorem* to 15 per cent *ad valorem* or 16c per lb less the f.o.b. price.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting references (1) CRE 774/68 and (2) CRE 775/68.

Customs tariff change

TELEGRAPHIC ADVICE has been received from Pretoria of a customs tariff change introduced by the recent South African Budget. The duty on base oils for prepared lubricating oil under tariff heading 27.10 was reduced from 2½ cents to 1 cent per gallon.

ZAMBIA

Import routes and air freight

OWING TO the closure of the Suez Canal, and congestion at the port of Dar Es Salaam and on Rhodesia Railways, there have been serious delays in the arrival of United Kingdom exports to Zambia. This situation may not improve for a considerable time, and United Kingdom manufacturers and exporters are strongly urged to investigate the possibilities of sending their goods by air freight to Zambia. The new international airport at Lusaka is now open, and the number of international flights has increased from three to five per week. In addition, there is a DC8 freighter flight once a week from Paris.

The following are the present normal air freight rates from London to Zambia (Ndola or Lusaka).

Description	Rate per Kilo s. d.	Minimum weight Kilos
Textiles, cloth, clothing, shoes, etc.	11–8	500
Wearing apparel including shoes	16–8	100
Knitted clothing	16–1	45
Parts of automobiles, motorscooters, motorcycles and agricultural machines	16–11	100
	14–9	500
	11–6	1,000
Office machines and supplies	16–11	100
Electrical appliances	16–11	100
Machinery and tools	16–11	1,000
Chemicals, drugs, pharmaceuticals, medicines, unfinished plastics	16–11	100
Cosmetics and advertising sets	16–11	100‡
Gramophone records and recording tape	17–6	100
Newspapers, periodicals, magazines, books, catalogues, Braille type equipment and talking books for the blind . . .	15–9 (Minimum charge)	Any weight
	83–4	
Other commodities (general cargo)	31–5	—
(a) Under 45 kilos	(Minimum charge)	
	83–4	
(b) 45 kilos and over	23–7	—

‡ Not available London to Ndola.

The above rates are subject to amendment from time to time and exporters are advised to check with their shipping agents for the latest information.

Many of the goods listed above are not of a kind which would normally be exported by air freight, but in view of the damage and pilferage now being experienced, especially of soft goods, on the Dar Es Salaam route, and the lengthy and costly delays on this and other surface routes, exporters should consider these additional factors in accessing the economics of air freight to Zambia.

Exporters should be aware that the dutiable value of imports into Zambia is assessed on an FOB, and not on a CIF basis. The additional cost of air freight does not therefore increase the dutiable value of the goods as is the case in many countries.

A further notice on an air freight service from Johannesburg to Zambia, which may be of interest to shippers, will be published shortly.

Any inquiries relating to this notice should be addressed to Civil Aviation Division, Board of Trade, Shell Mex House, Strand, London, W.C.2 (Tel. 01-836 1207, Ext. 428).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. *See announcement on page 1050 of this issue regarding applications for free copies.*

AUSTRALIA

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TURKEY

Tourist exchange rates

THE TURKISH Ministry of Information and Tourism recently announced the introduction of a tourist rate of exchange of 12 Turkish lira to the United States dollar and 28.8 Turkish lira to the pound sterling, the standard rates being TL 9 to the dollar and TL 21.6 to the pound sterling.

All foreigners whose stay in Turkey does not exceed three months, whatever their reason for visiting Turkey, will be considered as tourists; and foreigners whose stay is longer than three months will also be able to benefit from this measure provided they do not work or take up permanent domicile in Turkey and provided they state their length of intended stay when they apply for residence permits.

NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into the possible addition of 'Powder, granules, flakes, blocks, lumps and similar bulk forms of polyethylene and polystyrene' to Schedule A of the New Zealand/Australia Free Trade Agreement. The addition of these items to Schedule A will have the effect of phasing out completely the customs duties payable on these goods exported to New Zealand from Australia. The rates of duty at present payable are:

Tariff Item No.	Brief Description	British Preferential	Most Favoured Nation	General Tariff
	Powder, granules, flakes, blocks, lumps and similar bulk forms of polyethylene or polystyrene:			
Ex 39.02.11	As may be determined by the Minister	25%*	25%*	25%*
Ex 39.02.19	Other	Free	Free	Free

* Or such lower rate of duty as the Minister may in any case direct.

The public inquiry will take place in Wellington on May 21, 1968 at 10.30 a.m. Typewritten statements of evidence (12 copies) should be lodged with Mr. P. A. T. Abraham, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than May 7, 1968. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade agreement, 1959 they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Plastics Federation have been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320), quoting reference CRE 752/1968.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT have issued an Order in Council P.C. 1962-486 dated March 14, 1968, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the tariff are shown in italics and deletions indicated by square brackets.

Tariff Item		British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
20665-1	*Ferment cultures for use in the manufacture of cheese* (Expires January 31, 1969)	Free	Free	Free
326661-1	*Shapes of silvered glass, with moils, for use in the manufacture of coloured or decorated Christmas tree ornaments* (Expires January 31, 1969)	Free	Free	22½%
35312-1	*Aluminium and alloys thereof:* *Wire, single, 0·375 inch and over in maximum cross-sectional dimension, not coated or covered, for use in Canadian manufactures per pound* (Expires October 31, 1968)	Free	2·8cts.	7·5 cts.
38270-1	*Sheet or strip of iron or steel, coated with tin by the hot-dip process, minimum base weight 155 pounds (0·01705 inch), for use in the manufacture of maple syrup evaporators* (Expires January 31, 1969)	Free	2½%	25%
42774-1	Axles and shaft assemblies; gears and gear box housings; wheel hubs, rims and brake drums; steering assemblies including rear forks; rubber chain cogwheels; gutter broom suspensions; electric clutch and pump assemblies; hydraulic cylinders, pumps, valves, and filters; elevator slip clutches; all the foregoing and parts thereof for use in the manufacture of self-propelled street sweepers (Expires January 31, 1969)	Free	[7½%] Free	35%
42865-1	*Diesel and semi-diesel engines, of a class or kind not made in Canada, for use in the manufacture of electricity generating sets consisting essentially of an internal combustion engine and one or more generators mounted on a common base* (Expires January 31, 1969)	Free	Free	30%
43883-1	Steel spring strip, annealed, *0·148* inch in thickness with tolerance not to exceed 0·001 inch, one and *thirteen-sixteenth* inches in width, for use in the manufacture of shaft locks for motor vehicles (Expires January 31, 1970)	Free	Free	25%
44551-1	*Coil forms and tubing, with or without connectors, for use in the manufacture of radio frequency coils* (Expires January 31, 1969)	Free	Free	25%
44553-1	*Parts for use in the manufacture of recorders and reproducers using magnetizable tape as a recording medium, but not including any of the following: resistors, whether fixed or variable, capacitors, inductors, transformers, terminal boards, jacks, connectors, switches, loudspeakers, electron tubes, transistors or other semiconductor devices, or assemblies incorporating any of the foregoing* (Expires January 31, 1969)	Free	Free	25%
52210-1	*Woven fabrics, wholly of cotton:* *Not coloured, for use in the manufacture of blankets or blanketing for offset printing presses* (Expires January 31, 1969)	Free	2½%	30%

Tariff Board hearing on naphtha for use in the production of petrochemicals

THE CANADIAN Tariff Board have been directed by the Minister of Finance to make a study and report on tariff item 26901-1 in so far as it relates to naphtha for use in the production of petrochemicals.

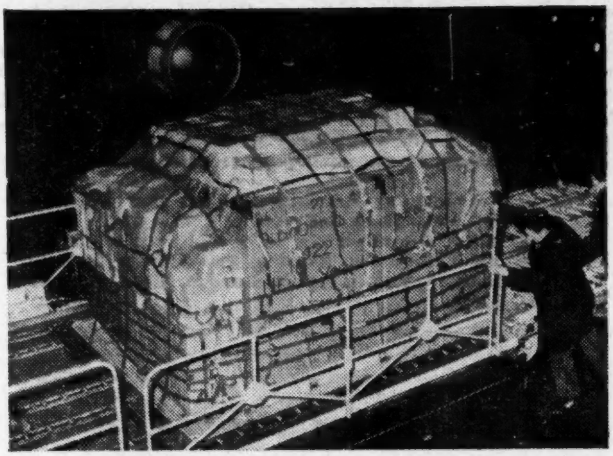
If the Board's study should indicate that amendments to the Customs Tariff are desirable they are asked to include in its report recommendations regarding any such amendments and to submit the report as soon as possible.

In due course, notification as to dates and places of public sittings will be given through the *Canada Gazette* and the Board's general mailing list. In the meantime parties interested in being informed of developments in this Reference No. 141 should request the Secretary of the Tariff Board, Ottawa 4, to have their name placed on the mailing list. No written submissions should be made to the Board until dates of public sittings are announced and directions are given for the filing of proposals and briefs.

Firms desiring further information should address their inquiries to the Commercial Relations and Exports Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629), quoting reference CRE 782/68.

The full text of the above tariff item is as follows:

Tariff Item	Description	Import Duty B.P.	Import Duty M.F.N.
26901-1	Products of petroleum, n.o.p.: Lighter than ·8236 specific gravity (40·3 A.P.I.) at 60°F . . . . per gallon	¾ ct.	1 ct.



Earlier this month The Rank Organization's Taylor Hobson Division flew 12 tons of machine tools to New York. The machines have been 'tailor-made' for the United States market and through their subsidiary company and agents in key areas Rank Taylor Hobson aim to offer an 'off-the-shelf' sales and delivery service for machines, spares and accessories. The company plan special 'launch' exhibitions in New York, Chicago and Providence. Rank Taylor Hobson already hold a major share of the TV zoom lens market in the United States and throughout the world, and their precision measuring instruments are also widely used. The picture shows part of the 12-ton consignment of machine tools being loaded onto a BOAC cargo airliner bound for New York.

UNITED STATES

Federal Seed Act — amendment to regulations

THE UNITED STATES Department of Agriculture, Consumer and Marketing Service has given notice of its intention to promulgate amendments to section 201.2(7), 201.10(b), 201.11(a), 201.18, 201.26, 201.34(c) and 201.62 of the regulations under the Federal Seed Act relating to the definition of hybrid seed and the labelling of hybrid agricultural and vegetable seed.

A public hearing in this connection has been arranged for 10 a.m. on April 26, 1968 in Room 2096, South Building, United States Department of Agriculture, 14th and Independence Avenue S.W. Washington DC.

Consideration will also be given to written comments which are submitted in duplicate to the Hearing Clerk, United States Department of Agriculture, Washington DC 20250 to arrive on or before May 27, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

(Continued on next page)

UNITED STATES, *continued*

Federal motor vehicle safety standards

NOTICE WAS GIVEN in the *Board of Trade Journal* of January 12 of a proposal by the United States Federal Highway Administration to amend Standard 206 covering doors, latches, hinges and locks for passenger cars, multi-purpose passenger vehicles and trucks.

The Federal Highway Administration has now extended the time for filing comments on this proposal until April 25, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Fair Packaging and Labelling Act—labelling of consumer commodities

THE *Board of Trade Journal* dated July 7, 1967 gave notice of regulations proposed under the United States Fair Packaging and Labelling Act regarding the labelling of consumer commodities.

The United States Federal Trade Commission has now revised these proposals in the light of comments received and has issued regulations which come into effect on (1) January 1, 1969 for all new packages, new label designs and labels being re-ordered, and (2) July 1, 1969 for all packages introduced into interstate commerce.

In addition, the Federal Trade Commission has issued a statement of general policy or interpretation giving guidance on the coverage of the term 'consumer commodities'.

Any person who will be adversely affected by the new regulations, may file with the Secretary, Federal Trade Commission, Washington DC 20580 before April 18, 1968, written objections to the regulations specifying the provisions which are particularly objectionable, giving details of the grounds for the objections and requesting a public hearing upon such objections.

Details of the new regulations and the procedure for filing objections may be obtained from the Commercial Relations and Exports Department, (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877-2397).

SEYCHELLES

Tariff amendments

THE BOARD OF TRADE has received a copy of the Seychelles Customs Tariff (Amendment) (No. 2) Regulations, 1968, which gives a revised list of import duties, a revised list of items exempted from import duty and a revised list of export duties, as follows:

Rates of import duty (Schedule A of the Customs Tariff Ordinance)

In this Schedule the abbreviation 'n.e.s.' means 'not elsewhere specified in Schedule A or B'.

Description of Goods	Rates of Duty		
	Duty how Chargeable	General	Preferential
1. Aerated and mineral water natural or artificial	*Ad val.*	Rs. Cts. 12%	Rs. Cts. 8%
2. Ale, beer, cider, perry or porter	Per litre	0·98	0·86
3. Animals: donkeys, horses, ponies, mules and dogs	Each	10·00	10·00
4. Asbestos-cement, cardboard, hardboard, plywood, strawboard and similar sheets and materials	*Ad val.*	16⅔%	Free
5. Bags, empty, whether new or secondhand, of any material other than paper	*Ad val.*	12%	8%
6. Beef, salted (not in tin)	Per 100 kilos	4·00	3·75
7. Beverages containing alcohol, n.e.s.:			
(a) Containing not more than 7% alcohol by volume	Per litre	2·00	1·80
(b) Containing more than 7% but not more than 22% alcohol by volume; duty as in (a) above plus, for each per cent or fraction thereof in excess of 7%	Per litre	0·18	0·17
Any such beverages containing more than 22% alcohol by volume shall be chargeable as spirits.			
8. Bicycles and motor cycles including motor scooters, together with initial equipment and attachments; spare parts therefor (excluding tyres and tubes)	*Ad val.*	33⅓%	17%
9. Biscuits and cakes	*Ad val.*	41⅔%	25%
10. Blades, safety razor	*Ad val.*	50%	25%
11. Bottles, empty (except fancy bottles or decanters)	Each	0·01	0·01
12. Candles	*Ad val.*	17½%	12½%
13. Cards, playing, in packs not exceeding 55 cards	Per pack	0·50	0·25
14. Casks, empty	Each	0·05	0·05
15. Cement	*Ad val.*	5%	Free
16. Clocks, watches and parts therefor	*Ad val.*	33⅓%	17%
17. Coal, coke and patent fuel	Per 1,000 kilos	3·00	2·00
18. Coffee, raw	Per 100 kilos	5·00	5·00
19. Cordage, rope and twine of all kinds	*Ad val.*	3%	Free
20. Cotton goods whether in the piece or made up:			
(a) Materials known as wasco, madapolam, toile or madapolam ecrue, zephir and indiennes	*Ad val.*	33⅓%	17%
(b) Other	*Ad val.*	41⅔%	25%
21. Cutlery (including forks and spoons):			
(a) Common knives, forks and spoons	*Ad val.*	25%	10%
(b) Other	*Ad val.*	33⅓%	17%
22. Earthenware, china, enamelware, glass and plastic utensils:			
(a) Mugs, pots, plates, cups, saucers and bowls	*Ad val.*	25%	10%
(b) Other, n.e.s.	*Ad val.*	33⅓%	17%
23. Electrical apparatus:			
(a) Stoves and other non-motorized household equipment, n.e.s.	*Ad val.*	25%	10%
(b) Other, n.e.s.	*Ad val.*	33⅓%	17%
24. Fireworks:			
(a) Bangers (pétards)	*Ad val.*	76%	60%
(b) Other	*Ad val.*	51%	35%
25. Footwear:			
(a) With leather uppers and rubber balata or gutta percha soles	Per pair or *Ad val.* whichever duty is the the higher	2·15 33⅓%	0·75 17%
(b) Other, n.e.s.	*Ad val.*	33⅓%	17%
26. Garments and textiles all kinds, n.e.s.	*Ad val.*	41⅔%	25%
27. Grain:			
(a) Paddy	Per 100 kilos	0·60	0·60
(b) Dholl	Per 100 kilos	0·90	0·90
(c) Gram and oats	Per 100 kilos	1·00	1·00
(d) Other, n.e.s.	Per 100 kilos	1·40	1·50
28. Gramophones; accessories, spare parts and records therefor	*Ad val.*	33⅓%	17%
29. Haberdashery:			
(a) Trouser buttons; plain dress fastenings; sewing cotton	*Ad val.*	25%	10%
(b) Other	*Ad val.*	33⅓%	17%
30. Hessian (gonis fin)	*Ad val.*	25%	10%
31. Hose, socks and stockings	*Ad val.*	33⅓%	17%
32. Hurricane lanterns and parts therefor	*Ad val.*	25%	10%
33. Juices, fruit and/or vegetable	*Ad val.*	41⅔%	25%
34. Leather raw, or tanned	Per 100 kilos	12·00	10·00
35. Machinery, and parts and accessories therefor:			
(a) Printing	*Ad val.*	20%	5%
(b) Other, n.e.s.	*Ad val.*	15%	Free
36. Matches:			
(a) In boxes not exceeding 70 matches each	Per gross boxes	2·50	2·00
(b) Other: For every 70 matches or part thereof in the box	Per gross boxes	2·50	2·00
37. Metal and metal products, n.e.s.:			
(a) Iron and steel manufactures:			
(i) For building and agricultural purposes	*Ad val.*	15%	Free
(ii) Other	*Ad val.*	33⅓%	17%
(b) Lead sheets, ingots and pipes; tin sheets and plates, not fabricated	*Ad val.*	15%	Free
(c) Aluminium ware	*Ad val.*	33⅓%	17%
(d) Other, n.e.s.	*Ad val.*	16⅔%	Free
38. Motor vehicles, n.e.s.; initial equipment and and spares therefor	*Ad val.*	41⅔%	25%
39. Oils other than pharmaceutical preparations and perfumed oils:			
(a) Vegetable and animal oils:			
(i) Salad and cooking oils	Per 100 kilos	15·00	12·00
(ii) Linseed	Per 100 kilos	5·50	5·50
(iii) Turpentine and substitutes therefor	*Ad val.*	21%	5%
(iv) Other	Per 100 kilos	9·00	5·50
(b) Mineral oils, n.e.s.			
(i) Heavy fuel oils	Per 100 kilos	5·00	5·00
(ii) Kerosene and paraffin	Per 100 kilos	5·00	5·00
(iii) Petrol, benzine and other motor spirits	Per 100 kilos	32·20	32·20
40. Onions and potatoes	Per 100 kilos	2·00	2·00
41. Paints, colours, varnishes and polishes	*Ad val.*	16⅔%	Free
42. Paper:			
(a) Printing	*Ad val.*	15%	Free
(b) Used newsprint, in bags or bales	Per 100 kilos	2·00	1·60
(c) Other, including stationery	*Ad val.*	33⅓%	17%
43. Perfumery and toilet preparations and requisites (excluding combs, nailbrushes and tooth brushes and dentifrices), n.e.s.	*Ad val.*	46⅔%	30%
44. Photographic instruments and accessories, including projectors	*Ad val.*	33⅓%	17%
45. Pipes and pipe fittings, non-metal	*Ad val.*	15%	Free

Description of Goods	Rates of Duty		
	Duty how chargeable	General	Preferential
		Rs. Cts.	Rs. Cts.
46. Refrigerators and parts therefor	*Ad val.*	33⅓%	17%
47. Rubber tyres and tubes:			
(a) For bicycles	*Ad val.*	25%	10%
(b) Other	*Ad val.*	33⅓%	17%
48. Sago, tapioca, arrowroot and starch	Per 100 kilos	3·50	3·00
49. Salt common	*Ad val.*	0·50	Free
50. Sewing machines; accessories and parts therefor	*Ad val.*	21⅓%	5%
51. Silk or artificial silk goods or materials; goods or materials containing silk or artificial silk	*Ad val.*	41⅔%	25%
52. Simple medicines, disinfectants and dressings normally sold to the public without restriction	*Ad val.*	15%	Free
53. Soap:			
(a) Common household	*Ad val.*	12%	8%
(b) Other	*Ad val.*	33⅓%	17%
54. Spices, raw or prepared	*Ad val.*	33⅓%	25%
55. Spirits:			
(a) Rum in cask	At proof by Syke's hydrometre, per litre	18·34	17·00
(b) Methylated	Per litre	0·25	0·25
(c) Other, n.e.s.	Per litre	18·34	17·00
56. Sports and athletics materials	*Ad val.*	15%	5%
57. Sugar:			
(a) Refined, including all white sugar and sugar candy	Per 100 kilos	7·50	7·50
(b) Raw	*Ad val.*	5·00	5·00
58. Tea	*Ad val.*	10%	10%
59. Tobacco:			
(1) Unmanufactured	Per kilo	39·95	33·45
(2) Manufactured:			
(a) Cigarettes:			
(i) In packets weighing not more than 85 gramme (3 ozs.)	Per 100	8·85	6·15
(ii) In packets weighing more than 85 gramme (3 ozs.)	Per kilo	53·45	44·75
(b) Other	Per kilo	45·60	38·20
60. Wax:			
(a) Bees' wax and substitutes thereof	Per 100 kilos	8·00	6·00
(b) Other	Per 100 kilos	4·50	3·00
61. Wines:			
(1) Still:			
(a) In casks or drum exceeding one litre in capacity:			
(i) Up to 14° by Dujardin Selleron's Ebulliometer	Per hectolitre	145·35	143·00
(ii) Over 14° and up to 16°	Per hectolitre	199·90	190·30
(iii) For each additional degree or part thereof up to 22°	Per hectolitre in addition	16·10	15·40
Any such wine containing more than 22° shall be chargeable as spirits:			
(b) In bottles:			
(i) In standard bottles containing not less than 6½ and not more than 8 decilitres	Per dozen bottles	30·30	29·80
(ii) In oversize, half or quarter bottles	Per dozen bottles	Pro rata at	above rate
(2) Champagne and other sparkling wines:			
(a) In standard bottles containing not more than 1 litre	Per dozen bottles	34·35	32·85
(b) In oversize half or quarter bottles	Per dozen bottles	Pro rata at	above rate
62. Wireless receiving sets and accessories and parts therefor	*Ad val.*	40%	30%
63. All goods, wares and merchandise, n.e.s.	*Ad val.*	33⅓%	17%

Exemptions from import duty (Schedule B of the Tariff Ordinance)

In this Schedule the abbreviation 'n.e.s.' means 'not elsewhere specified in Schedule A or B'.

1. All goods (except casks and steel or iron drums for exporting oils), upon which the full duty was paid on initial importation and not refunded; which were re-exported; and which were re-imported within three years of re-exportation. Provided that their identity and ownership have not changed between re-exportation and re-importation.
2. Animals, n.e.s.
3. Articles dutiable at the preferential rate imported specially for the use, furnishing, decoration, construction and repair of churches and presbyteries, and articles (of any origin) for use in connection with the celebration of divine worship.
4. Articles exported for repair or alteration, and subsequently re-imported; provided that notice of export is given to the Collector of Customs at the time of exportation.
5. Bullion.
6. Ballast consisting of sand or stone.
7. Containers for the import of, and on arrival containing, oil, paraffin or motor spirit.
8. Coins not prohibited by law (see Cap. 36, Sec. 46 and Cap. 218, Sec. 20).
9. Consular effects, i.e., official stores such as seals, coats of arms, flags, and official printed matter or forms sent by a foreign Government for the use of the Consulate.
10. Copra produced on any island dependency of Mauritius or in the British Indian Ocean Territory.
11. Eggs.
12. Films of an educational, religious or charitable character. For the purposes of this item :
    'film' means an exposed negative or positive cinematograph film or slide and includes any gramophone records, or other form of sound reproduction, complementary to such a film, and a negative or positive sound-track;
    'film of an educational, religious or charitable character' include:
    (a) films intended for use in education of all grades;
    (b) films intended for vocational training and guidance, including technical films relating to industry and scientific management;
    (c) films dealing with scientific or technical research or designed to spread scientific knowledge;
    (d) films dealing with health, physical training, social welfare or relief;
    (e) films designed to increase knowledge and understanding between the peoples of the Commonwealth;
    (f) films designed to supply information with regard to the work and aims of the United Nations and other international organizations recognized by international convention for facilitating the international circulation of films of an educational character;
    (g) films for the promotion of charitable purposes, including the relief and maintenance of aged, sick and poor persons, the advancement of education, the support and help of young tradesmen and handicraftsmen and the advancement of religion.
13. Fish, fresh or frozen.
14. Fish hooks, fishing lines and tackle (including fishing nets).
15. Fruits and vegetables, fresh (except onions, potatoes, ginger and garlic).
16. Glass bottles when imported full, except fancy bottles or decanters.
17. Goods exported from bond; goods landed at Victoria in transit for other ports; goods landed from vessels in distress and re-shipped; goods in transit transhipped direct from vessel to vessel; and stores imported for the use of foreign-going ships not registered in Seychelles.
18. Grains.
    (a) Flour (all kinds)
    (b) Maize.
    (c) Rice.
19. Instruments for Regimental or Collegiate Bands.
20. Lentils (all kinds).
21. Liquid fuel and lubricants for aircraft:
    (a) The fuel and lubricants contained in the ordinary tank of an aircraft.
    (b) Fuel and lubricants intended for the refuelling of an aircraft proceeding to another territory.
22. Manure of all kinds.
23. Meat, fresh.
24. Milk condensed, dessicated, preserved or otherwise, and milk products especially prepared for infants and invalids.
25. Navigating instruments (including chronometers, but excluding clocks and watches) and radio equipment dutiable at the preferential rate, provided that such instruments or equipment are specifically designed or adapted for use in ships and are *bona fide* imported therefor.
26. Objects and specimens (animal, mineral and vegetable) illustrative of natural history, including live plants, and vegetable productions connected with the study of botany.
27. Poultry and Birds.
28. Printed books (except account-books, stationery, albums of any description, visiting cards, pictorial post cards and greeting cards); printed music and paintings, and pictures (exclusive of frame); manifests and bills of lading.
29. Printed advertising matter, i.e., the produce of printing by any process such as catalogues of goods and prices, prospectuses, showcards, posters and printed documentary propaganda of no commercial value intended to induce the public to buy goods, to visit countries or places, markets or exhibitions, or to utilize services; provided that such advertising matter is distributed free of charge, or if a charge is made provided that each consignment imported either :
    (i) consists of not more than one document, or
    (ii) if it consists of more than one document, does not include more than one copy of any one document, or
    (iii) irrespective of the number of documents or copies, does not exceed 1 kilogramme in gross weight;
    And provided further that such advertising matter clearly indicates the name of the country producing, selling or renting the goods or offering the services to which such advertising matter relates.

(*Continued on page* 1129)

MAUNSELL AND PARTNERS

FOR

WESTERN AUSTRALIAN GOVERNMENT RAILWAYS

STANDARD GAUGE PROJECT

CONTRACT C.24

NOMINATED SUB-CONTRACT

LOCOMOTIVE WASHING PLANT

Manufacturers experienced in the design and erection of locomotive washing plant, including pumping equipment, are invited to submit a general summary of experience and technical information to the Consulting Engineers to enable them to obtain an overall indication of the equipment available in this field with a possible view to calling tenders within the next six months for the design, manufacture and erection of two loco washing plants.

The general design would be based on a series of fixed pipe arches through which the irregular shaped, general purpose cab-bodied locomotives would pass. The first arch would provide pre-wetting, the cleaning solution would be applied at the second arch, whilst the final arch would project a very high pressure cold water rinse. Pumping equipment would be installed in a central pump house.

Transportable, hand-operated, or brush type equipment will not be considered.

It is anticipated that the cleaning fluid/detergent employed will be to the Client's own formula and details will be provided with the tender documents.

Information, in duplicate, is required by May 31, 1968.

MAUNSELL AND PARTNERS

Consulting and Chartered Civil Engineers

214 ST. GEORGE'S TERRACE,
PERTH,
WESTERN AUSTRALIA. 6000

Kupe of Ra'iatea

first happened upon New Zealand in the mid 10th Century

Isn't it time you discovered it?

If you've ever thought of doing business with—or just visiting—our country, consider this: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions and import and export needs. On profitable business (or travel) contacts. On useful facts and figures—from the extent of aerial top-dressing operations in Taranaki to harbour storage costs at Bluff. Our periodical *Review of the Economic Situation in New Zealand* is designed to make your way there easier still. Just ask us for a free copy at the address below.

The National Bank
OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

30. Provisions and stores of every description imported or supplied from bond for the use of Her Majesty's Forces, or for the Government of Seychelles, or (under special authority from the Governor) for the use of ships of war of foreign nations.
31. Rat-traps.
32. Samples of goods of all kinds, not exceeding Rs. 20 in value, not intended for sale and only to be used for soliciting orders for goods of the kind represented by the samples with a view to their importation; only when imported by licensed traders or manufacturers' representatives from abroad. Provided that the Collector of Customs may require as a condition of their being exempted from import duties, that samples shall be made useless as merchandise by marking, tearing, perforation or other treatment, but not, however, so as to destroy their usefulness as samples. In determining whether samples do not exceed Rs. 20 in value, the Collector of Customs may consider the values of individual samples or the aggregate of all samples in one consignment. The value of consignments sent by a consigner to different consignees shall not be aggregated for the purpose of arriving at the value, even though the consignments are imported at the same time.
33. School materials and chemicals for the *bona fide* use of schools when imported through the manager, headmaster or headmistress, and not for sale.
34. Seeds intended for agricultural and horticultural purposes.
35. Ships' fittings and equipment as follows:
    Anchors, winches, shackles, sail cloth, life buoys, life jackets and life rafts.
36. Spectacles fitted with corrective lenses.
37. Sporting and athletic goods (not including clothing), dutiable at the preferential rate, imported for the use of schools and registered clubs.
38. Sprayers and insecticides; substances imported by agriculturists to be used solely in the destruction of animals, vermin, insects or other parasites prejudicial to agriculture.
39. Steel or iron drums for exporting oils.
40. Stock feed including bran, pollard, sharps, oil-seed cake and meal, meat meal, fish meal, food waste and prepared animal feed.
41. Surgical instruments and appliances, drugs and chemicals (including vaccines and animal products for medical purposes) for the exclusive use of duly qualified medical practitioners or dentists in their private practice or for sale to the public by them or by duly qualified pharmaceutical chemists.
42. Surgical instruments and appliances imported as such for the *bona fide* use of the importer and his family and not for sale.
43. Tar, coal and pitch.
44. Tar, Stockholm.
45. The following, imported solely for use in the manufacture of soap:
    (i) Soda, Caustic.
    (ii) Silicate of Potash.
    (iii) Silicate of Soda.
    (iv) Potash, Caustic.
    (v) Talc.
    (vi) Soda Ash.
46. Timber.
47. Tombstones.
48. Uniforms, Civil, or of Her Majesty's Fores, and their accessories, intended for the personal use of the importer; uniforms and equipment imported by or on behalf of the Boy Scouts or Girl Guides Associations.
49. Vehicles specifically designed and imported for the use of invalids.
50. Water filters.
51. Wireless or electrical instruments, machinery or apparatus (including masts, poles, lines and their parts and materials) imported by Cable and Wireless Limited, provided that they are:
    (i) certified to be solely required for the improvement, maintenance or operation of the Company's wireless telegraph or te'ephone installation; and
    (ii) dutiable at the preferential rate.

Rates of export duty (Schedule C of the Customs Tariff Ordinance)

Description of Goods	How Duty chargeable	Rate of Duty
1. Cinnamon bark	*Ad val.*, f.o.b.	3%
2. Coconuts, coconut oil and copra produced on:		
(a) The outlying islands	*Ad val.*, f.o.b.	5%
(b) The inner islands	*Ad val.*, f.o.b.	6%
(c) Mahé	*Ad val.*, f.o.b.	7%
3. Fertilizers, prepared	Per ton or part thereof	Rs. 1
4. Giant tortoises:		
(a) Presented free to zoos	—	Free
(b) Other	*Ad val.*, f.o.b.	15%
5. Guano, platin and phosphate rocks	*Ad val.*, f.o.b.	5%
6. Hawksbill turtle shells:		
(a) Main plates (*ecailles*)	Per ½ kilogram or part thereof	Rs. 3
(b) Hooves (*onglons*) and belly (*plastron*)	Per ½ kilogram or part thereof	Rs. 1
7. Mangrove bark; patchouli leaves	Per ton or part thereof	Rs. 1
8. Shark hides	Each	50 cents
9. Vanilla	Per kilo or part thereof	Rs. 2
10. Whale or shark oil	Per hectolitre part thereof	Rs. 1

In this Schedule:
(a) 'Mahé' includes the adjacent islands within 5 miles of Mahé.
(b) 'Outlying islands' means the islands listed in the First Schedule to the Outlying Islands (Employment of Servants) Ordinance, (Chapter 112) and shall include the islands of the Agalega group and of the British Indian Ocean Territory.
(c) 'Inner islands' means all islands other than Mahé or the outlying islands.
(d) For the purposes of determining the f.o.b. price in the case of item 2, freight, insurance, brokerage, commission and shrinkage at 4 per cent of go-down weight shall be deducted from the c.i.f. price.

Passengers' baggage

THE BOARD OF TRADE has also received a copy of the Seychelles Customs Tariff (Exemption from Import Duty) (Passengers' Baggage) Regulations, 1968, which reads as follows:

In exercise of the powers conferred by section 8(1) (f) of the Customs Tariff Ordinance (Chapter 37) and of all other powers enabling him in that behalf His Excellency the Governor in Council has made the following regulations:

1. These regulations may be cited as the Customs Tariff (Exemption from Import Duty) (Passengers' Baggage) Regulations, 1968.

2. In these regulations unless the context otherwise requires:
'baggage' means all articles that are the personal property of and accompany a passenger upon his arrival in Seychelles, and
(a) includes wearing apparel, personal effects, and instruments and tools for personal professional use;
(b) except as otherwise specifically provided in these regulations, does not include arms, ammunition, bicycles, carriages, beverages, cigarettes, cigars or tobacco, fabrics in the piece, household effects, motor vehicles, musical instruments, perfumed spirits, provisions and saddlery;
'Collector' means the Collector of Customs and includes his duly authorized representative;
'household effects' includes carpets, crockery, cutlery, electrical apparatus including refrigerators, furniture, glassware, linen, pictures and ornaments, and sewing machines;
'passenger' means any person who enters Seychelles from any other country;
'visitor' means a passenger who is accepted by the Collectors as visiting Seychelles for a period of less than six months.

3. (1) Passengers' baggage when accepted as such by the Collector shall be exempt from import duty, provided that such baggage is:
(a) for the personal or household use of the passenger; and
(b) used; and
(c) not for sale or re-sale, nor for use as trade goods.

(2) The baggage of all passengers who are over the age of 18 shall include the articles listed in Schedule 1 in quantities not exceeding those set out opposite each article:
Provided that if, in any case, more than the maximum exempted quantity is imported, import duty shall be payable upon the whole quantity.

4. The provisions of regulation 3 shall apply in the case of a visitor subject to the following further concessions:
(a) sub-paragraph (b) or paragraph (1) of regulation 3 shall be deemed to be deleted; and
(b) 'baggage' shall include the articles listed in Schedule 2; provided that in the case of such articles the Collector may require a deposit of the amount of the duty that would otherwise have been leviable, such deposit being refunded upon re-export of the articles within six months of the arrival of the visitor in Seychelles.

5. The provisions of regulation 3 shall apply in the case of a passenger who is accepted by the Collector as transferring his place of ordinary residence from another country to Seychelles subject to the following concessions:

(*Continued on next page*)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

SEYCHELLES, *continued*

(a) 'baggage' shall include the articles listed in Schedule 3; and
(b) baggage, other than the articles listed in Schedule 1, landed within six months of the passenger's arrival shall, at the Collector's discretion, be deemed to have accompanied the passenger upon his arrival in Seychelles.

6. If an article imported free of duty as baggage under these regulations is sold or applied to purposes other than those which determined the exemption within two years of the date of importation, duty shall become immediately payable in accordance with the provisions of section 24 of the Customs Management Ordinance (Chapter 36) and of section 5 of the Customs Tariff Ordinance (Chapter 37).

Schedule 1

Perfume	125 cubic centimetres
Portable spirits	1 litre
Tobacco	200 cigarettes or 50 cigars or 250 grammes of tobacco or any combination of the above not exceeding 250 grammes in weight
Toilet water	25 centilitres
Wine	1 litre.

Schedule 2

Binoculars, cameras, musical instruments, sports requisites, tape-recorders and magnetic tape, portable typewriters and portable wireless sets.

Schedule 3

Binoculars, cameras, gramophones and records therefor, household effects, sports requisites, tape-recorders and magnetic tape, toys, typewriters and wireless sets.

Made by the Governor in Council on January 10, 1968.

GEORGES PAYET,
Clerk of the Governing Council.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/2).

ST. VINCENT

Package tax

THE BOARD OF TRADE have received a copy of the Package Tax Ordinance, 1968, which provides for the imposition of a tax of EC$0.15 on every package of goods imported into St. Vincent. The Package Tax Ordinance 1954 (and all amendments thereto) which imposed a tax of EC$0.06 has been repealed.

Information on exemptions from the tax and the definition of the expression 'package' in relation to the quantity of certain commodities may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 471).

DOMINICA

Package tax

THE BOARD OF TRADE have received a copy of the Package Tax (Amendment) Act, 1968, which provides for an increase of the tax levied on all packages imported into Dominica from EC$0.06 to EC$0.10.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the addition of the following new paragraph to item 64 (Machinery and equipment):

'(xv) Paper-making machinery'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

WORLD-WIDE TRAVELLER required, by Export Merchant. Based in London. Box S.6701.

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EXPORT MARKETING AND DESIGN. Your publicity material is produced to sell – is it designed to sell? Abis Stribley Design Service will be pleased to send a representative to discuss design and publicity problems. 5 Elvaston Mews, S.W.7. 01-584 6765.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

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Index to statistics published regularly in the Board of Trade Journal

A—annually; M—monthly; Q—quarterly; 6-M—every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	This week
Aircraft noise at Heathrow Airport (Q)	22 Mar. 1968
Mileage and traffic (M)	22 Mar. 1968
Trade by air (6-M)	15 Mar. 1968
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	2 Feb. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	15 Mar. 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	2 Feb. 1968
New companies registered:	
Gt. Britain (M)	29 Mar. 1968
N. Ireland (M)	22 Mar. 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	9 Feb. 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Mar. 1968
Production, exports and orders (M)	29 Mar. 1968
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund agency returns (M)	This week
Cinema admissions and takings (M)	29 Mar. 1968
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	15 Mar. 1968
Footwear industry orders (M)	15 Mar. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trend in exports of manufacturers (A)	27 Oct. 1967
World trade and production (Q)	1 Mar. 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	22 Mar. 1968
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	8 Mar. 1968
Hairdressing trades turnover (M)	15 Mar. 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	16 Feb. 1968
Business (M)	This week
Industrial building figures provisional (Q)	26 Jan. 1968
Industrial production:	
Index nos. (M)	29 Mar. 1968
N. Ireland index (M)	29 Mar. 1968
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	22 Dec. 1967
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	15 Mar. 1968
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	This week
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 Nov. 1967
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	29 Mar. 1968
Motor trade turnover (M)	22 Mar. 1968
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	29 Mar. 1968
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	23 Feb. 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	29 Mar. 1968
Nationality of vessels in UK sea-bourne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trade (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	22 Mar. 1968
Cotton production (M)	22 Mar. 1968
Wholesale houses sales (M)	15 Mar. 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	22 Mar. 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	15 Mar. 1968

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	23 Feb. 1968
Board of Trade Regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	15 Mar. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1968
Official Recievers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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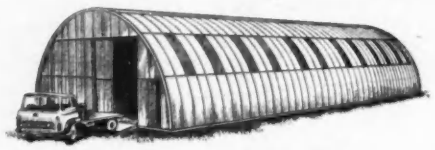

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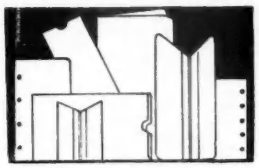

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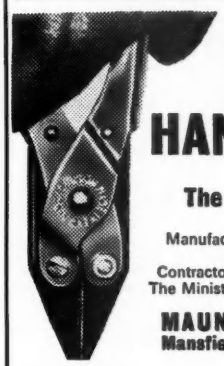

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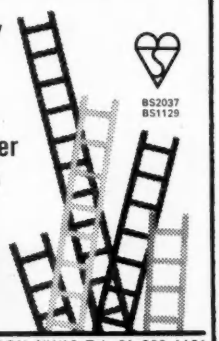

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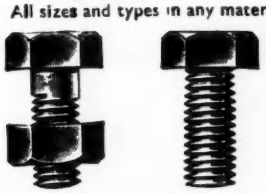

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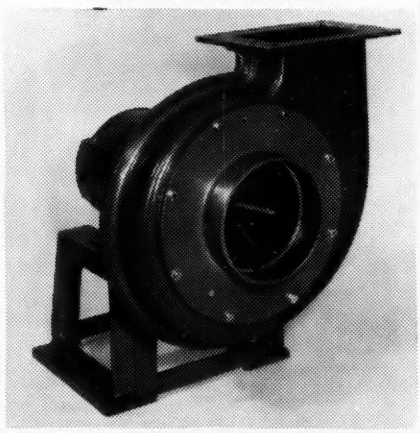

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'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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